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INCORPORATING RETAIL CHEMIST

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Wholesalers  
retaliate over  
discounts with  
'notional' prices  
on 'ethicals'

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A computer  
behind the  
counter

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Two lose their  
Council seats

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Numark head  
for Paris

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Preview of  
Interphex

# Summertime is Snugglers time!

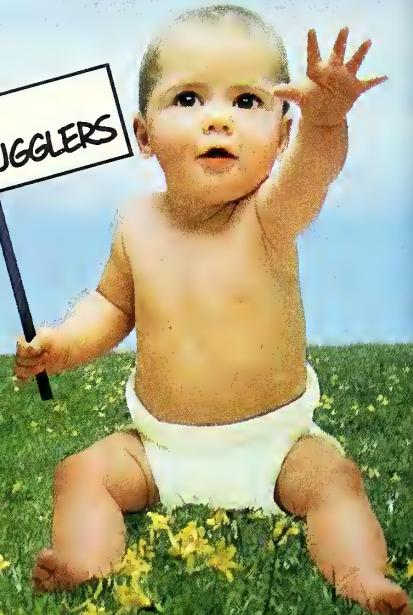
## Stock up now for a boom in profits.

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Incorporating Retail Chemist

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### What a mess!

Last week in this column we warned of the danger to pharmaceutical wholesalers' services inherent in the severe cuts in their margins being imposed by some manufacturers. But little did we anticipate that the reaction of the wholesalers would be so bizarre as the "notional price" schemes the majority are adopting from next month (p912). With each wholesaler intending to uplift the manufacturer's list price to a level at which the traditional 15 per cent is included—and then to proceed to discount to the chemist—makes sense only if the intention is to so gum up the works so that the Department of Health is forced to intervene.

Certainly some banging of heads together seems in order, to judge by the motivations of the parties. Ciba-Geigy were recently justifying their cut in wholesaler margins on the grounds that distribution costs were too high, and Sterling Winthrop have since taken a similar line. ICI Pharmaceuticals blame wholesalers for not paying their bills promptly and say their new terms are to encourage earlier settlement.

But how do the wholesalers see it? Unichem interpret the cuts as "a method by which the manufacturers stand to obtain significant short-term gain at the ultimate expense of retail pharmacy and the industry as a whole." Vestric say the cuts have aggravated the wholesalers' problems, which have resulted in cuts in the number of branches. All are determined to maintain service levels as far as possible, in particular stock range and existing credit terms.

Vestric's position is perhaps the most curious—particularly as they have taken the lead in this exercise—because Glaxo Group companies were among the first to launch lower-margin products following the start of the wholesale discount "war". But even harder to comprehend is their contention that the new scheme will "bring some order into the price structure on which your reimbursement is based". It will be seen from our report that PSNC's Alan Smith does not agree. He foresees (the obvious?) that the work of the Prescription Pricing Authority and the Central Checking Bureau will be at least impeded and at worst rendered impossible without the chemist endorsing every prescription. Whatever happens, pricing must inevitably be further delayed. (And wholesalers are looking for prompt payment from chemists, did we hear?)

All this brings us full circle back to the Department of Health. They control "ethical" pricing through the Pharmaceutical Price Regulation Scheme; they recover any discount passed on to chemists, and they have a vested interest in maintaining stable and adequate price levels for British-made medicines since NHS prices have a strong influence on export pricing. But where has the Department been active since the discount war began? Merely in scrambling for its indiscriminate pound of flesh off the chemist's carcass. Or is that all? Is there indeed some truth in the manufacturers' hint that the pressures of the PPRS have pushed them in the direction of cutting margins? If so, then the chaos now being created by the wholesalers may put the ball back into the right court.

Aside from the main issue, we feel it right to applaud the Sangers move to charge a premium for low-value accounts rather than refuse to supply altogether. Sangers are one of the few still offering a Saturday service and it is right that where they are used only as a convenience they should be appropriately rewarded; the corollary is, of course, that the chemist must be able to seek reimbursement where special effort and expense are incurred in supplying with "reasonable promptness". Another headache for PSNC!

## CONTENTS

- 911 Comment
- 912 "Notional" prices: wholesalers' reply to discounts
- 913 Two lose their Council seats
- 913 No further action on "sanctions"
- 913 Numark head for Paris
- 914 Society's fees to rise in 1981
- 916 The Xrayser column: Who cares?
- 916 People; news in brief
- 918 Counterpoints
- 922 Prescription specialities
- 925 The POS stock-control computer
- 930 Business matters
- 935 Interphex preview
- 943 Letters
- 945 Branch representatives meeting
- 949 Company news
- 950 Coming events
- 951 Market news
- 952 Executive unfairly dismissed
- 953 Classified advertisements

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# 'Notional' prices: wholesalers' reply to margin cuts

A system of "notional" trade prices for "ethical", launched by most major wholesalers in the past week in retaliation against cuts in wholesaler margins, is expected to cause chaos in NHS prescription pricing—and adds up to "bad news for the retail pharmacist", according to Alan Smith, chief executive of the Pharmaceutical Services Negotiating Committee.

Under the new schemes, wholesalers will uplift the trade prices of a manufacturer who has reduced margins, bringing them to a level consistent with the traditional 15 per cent; they will use this notional figure as the starting point for their own discount structures. Some wholesalers are at the same time revising their terms to chemists.

The procession began last week with Vestric, who were hastily followed by Unichem, Macarthys and Sangers, with independent wholesalers actively reviewing their positions. Vestric's letter does not quote margins involved in notional pricing—in fact, the implications were missed by some chemists since reference appeared only in the statement: "Where

our wholesale discount has been reduced by a manufacturer below standard terms our settlement discount rebate will be calculated on a new list price so that we can maintain your discount across the product range."

Vestric's new terms, effective (as with the other schemes) from the beginning of next month, give no settlement discount below £1,000 per month in qualifying purchases; above that there is 7½ per cent on all purchases, including PLOF products ordered in outer. Discount is conditional on prompt payment.

Finding "much merit" in the notional price system, Mr Peter Dodd, Unichem managing director, tells his members: "It enables us to retain the existing percentage of monthly profit sharing rather than introduce a complicated multi-percentage scheme, whilst allowing us to maintain our existing level of service." Orders are to be invoiced at a trade price showing the "normal traditional wholesalers' margin"; the profit sharing scheme will remain as circulated to members in February.

Macarthys spelled out the margins

issue by announcing that they would be "notionally" pricing products on which the margin is less than 15 per cent or where 15 per cent can be obtained only by meeting payment terms which are "unacceptable". They anticipate this will mean an increase of less than 3 per cent on most affected lines, but 6 per cent where the margin cut has been "penal". Their terms are unchanged.

## Handling charge

Sangers are the latest to declare their hand, and they have taken the opportunity to bring a number of significant changes into their trading terms—including the introduction of a 10 per cent "handling charge" for small accounts below £600 per month. Sangers are declaring their intention to incorporate 15 per cent wholesaler margin in notional prices.

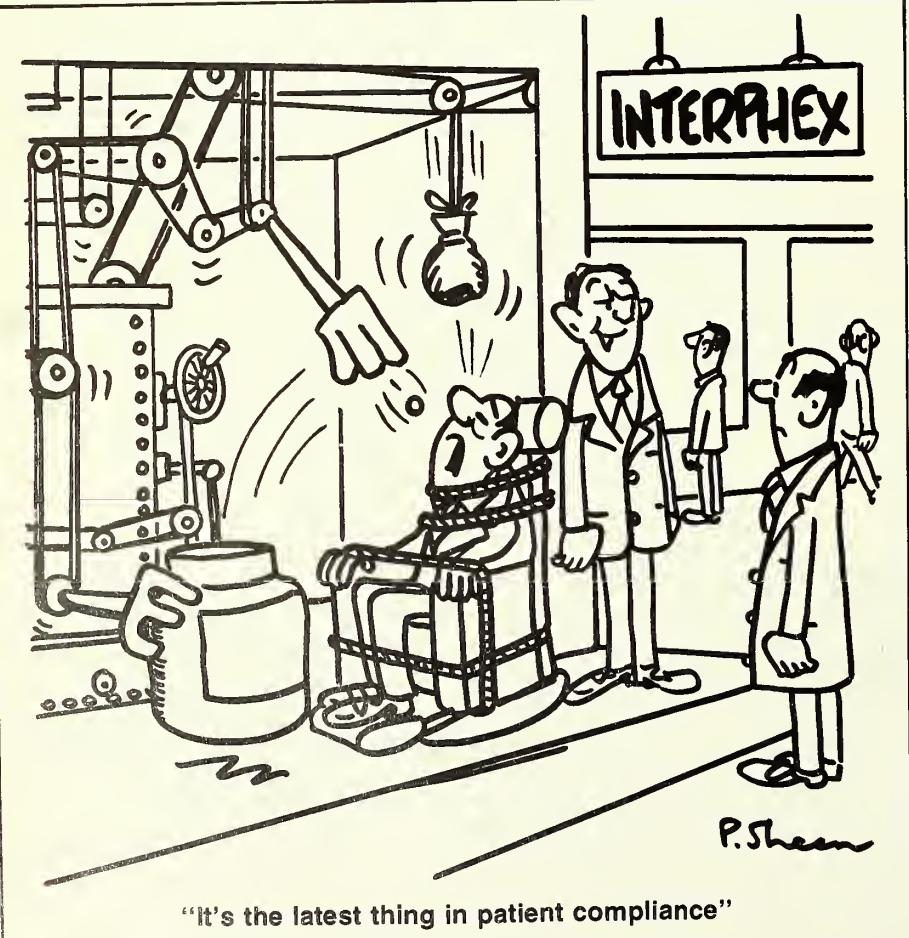
Under Sangers' new discount scheme both "ethicals" and OTCs will be taken into account to establish total purchases, but discounts will be applied to the "ethicals" purchases only, at rates ranging from 4 per cent at £1,201 to 9.5 per cent above £8,000 (both for payment by the end of the month following invoice), or from 3 per cent at £2,001 to 5.5 per cent above £8,000 where a second month's credit is taken. There are no changes to OTC terms. Sangers say that as a result of the changes the customer with an average account should be better off.

Wholesaler sources estimate that products of as many as 70 manufacturers may be involved in the notional pricing schemes. Most have cut back to 12½ per cent margin (ICI are the latest, though they are offering a settlement discount for one month's credit which will restore the traditional 15 per cent—but wholesalers do not seem too impressed by this concession). However, a small number of manufacturers have reduced the margin to 10 per cent, including Ciba-Geigy and Zyma, Searle and Sterling Winthrop.

## Pricing in jeopardy

Mr Alan Smith, PSNC chief executive, said on Tuesday that the notional pricing schemes would make accurate pricing of prescriptions impossible because it seemed there might be as many as five prices—including that listed by the manufacturer—to choose from. So far neither the PSNC, nor the Prescription Pricing Authority had been told what prices were to be and it seemed that they would differ according to sales volume. "If we cannot establish a common wholesaler notional price the only way to ensure that the chemist is being paid his cost price will be to endorse the prescription—in some cases with brand, pack size, wholesaler and even the price paid."

Mr Smith adds that 7½ per cent off notional price would mean only 4½-5 per cent off list price and PSNC would therefore have to look for a reduction in the interim discount scale even before it had started.



"It's the latest thing in patient compliance"

# Two lose their Council seats

Mr Bernard Silverman, pharmacy superintendent and director, Boots the Chemists Ltd, has been elected to the Pharmaceutical Society's Council for the first time.

The other six members elected to the Council are, in alphabetical order: D. J. Dalglie, W. M. Darling, M. Gordon, C. R. Hitchings, Mrs E. J. M. Leigh, and J. A. Myers. All except Mr Gordon and Mr Myers were retiring members; Mr Gordon was a council member in 1974-77 and Mr Myers 1964-79.

Two other retiring members—Mr A. G. Mervyn Madge and Mr Roger Odd—failed to be re-elected. Mr J. M. T. Ross retired but did not seek re-election.

Of the 31,838 voting papers issued, 10,230 were returned of which 66 were invalid.

## Scottish Executive candidates

The following are candidates for the election of the Executive of the Pharmaceutical Society's Scottish Department:

Mr George Downie, Aberdeen, district pharmaceutical officer, Grampian Health Board.

Mrs Patricia A. Duncan, Broughty Ferry, general practice employee.

Mr John Stephenson Galloway, Aberdeen, lecturer in pharmaceutics, School of Pharmacy, Robert Gordon's Institute of Technology.

Mrs Catherine McKenzie Gillies, Penicuik, principal pharmacist, Royal Edinburgh Hospital.

Mr Donald A. B. Gunn, Dundee, general practice employee.

Mr David Campbell Mair, Strone, proprietor.

Miss Elizabeth A. Meikle, Drymen, chief administrative pharmaceutical officer, Greater Glasgow Health Board.

Mr Robert S. Morrison, Inverness, general practice, now semi-retired.

Mr John Annesley Myers, Edinburgh, retired (former chief administrative pharmaceutical officer, Lothian Health Board, Edinburgh).

Mr Alexander J. Ramsay, Carnoustie, proprietor.

Mr Adam Roxburgh, Prestwick, retired (formerly chief administrative pharmaceutical officer, Greater Glasgow Health Board).

Mr Ian S. Swanson, Edinburgh, lecturer in pharmaceutical chemistry, Heriot-Watt University.

Mr William R. Yuill, Galashiels, chief administrative pharmaceutical officer, Borders Health Board.

The six retiring members—Galloway, Mair, Meikle, Morrison, Roxburgh and Swanson—are all seeking re-election. Voting papers are being sent out this week for return by June 17.



Reckitt Dental Products are to sponsor categories at gardening shows all over Britain through a "Steradent Gardening Awards scheme." In the first season, 25 events are to be involved this summer. Steradent is supporting categories which, in the opinion of show organisers, could derive greatest benefit from the added interest sponsorship brings. Therefore, the Awards are being presented for winners ranging from "Best Potato" to "Championship Dahlia." The Award itself is an engraved poignard, a stainless steel dagger valued at over £100, in a presentation case

## No more action on sanctions

The Pharmaceutical Negotiating Committee agreed at its meeting on May 7 to take no action at present on the "sanctions" ballot of contractors.

Other matters discussed included:

- A meeting is to be sought with the Department of Health to discuss the Drug Tariff provision for bulk prescribing, before the publication of the new British National Formulary.
- PSNC received a letter from the Department setting out the details of the proposed legislation of the Clothier recommendations.
- A letter had been received from a Local Pharmaceutical Committee suggesting that the 70p prescription charge be referred to, in publicity terms, as a "prescription tax". The Committee endorsed this recommendation and asked that the attention of LPCs be drawn to the use of these words in local publicity. The Committee agreed to make representations to the Department that supplies of exemption claim form M11, and suitable display material drawing attention to form M11, be made available to pharmacist contractors.

## Contamination in 'natural' cosmetics

Cosmetics prepared with "natural products" and containing no preservatives can be dangerous, it was suggested in last week's "Tomorrow's World" programme on BBC1 television.

The programme had tested a number of products from well-known sources and had found up to one million bacterial organisms per gram, compared with up

to 10 per gram for commercial products containing preservatives.

Tests were also carried out on preparations made in accordance with "do-it-yourself" recipes in books. An eye lotion was found to contain pseudomonads, and all contained fungi.

## PATA pursue 22 new price-cutting cases

The Proprietary Articles Trade Association has dealt with 22 new cases of retail price-cutting of medicines since January.

PATA's council also heard at its May meeting that 61 cases were carried over from 1979. The prices charged by 52 of these traders had been adjusted and one business had ceased trading. The remainder were being vigorously pursued by PATA and individual manufacturers.

## Numark head for Paris

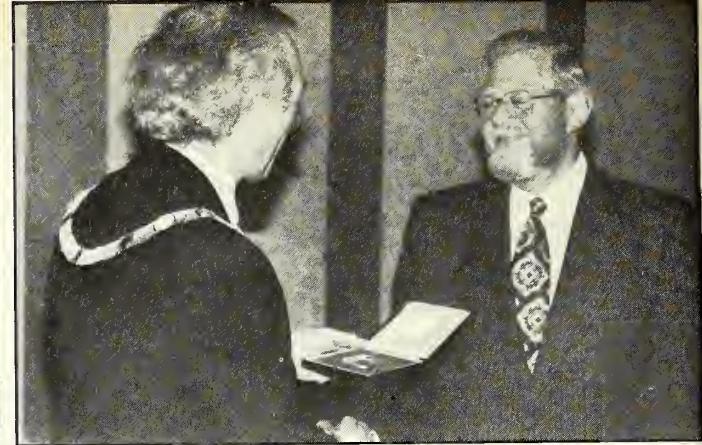
Numark are to make Paris the venue for their second national convention, following the success of the first event, held in Amsterdam in 1979. This time, however, the convention will cover four days—from Thursday March 12, 1981, to Sunday March 15.

Friday will be the "working" day, and while the subject matter has yet to be announced, the main session in the morning is to be supplemented this time by a series of afternoon "workshops". A full social programme has been arranged, but plenty of time has been left for sightseeing and private excursions.

Accommodation will be at the Grand Hotel and fare-inclusive rates per person (twin-bedded room) range from £195 (London departure) to £246 (Aberdeen). Numbers are limited to 400 delegates.



The president, Mr D. N. Sharpe, presents the Society's Charter medals. Left, Mr Joe Wright, director NPA Group, receives the gold medal for outstanding services in promoting the interests of pharmacy; right, Mr Aubrey Winter Newberry receives the silver medal for outstanding services to the profession locally



## Society's statutory fees must rise in 1981

There is no question of holding the statutory fees unchanged for a further year, the Pharmaceutical Society's treasurer, Mr J. C. Bloomfield, told the annual meeting last week. The fees had been held for the past three years during an inflationary period, he said.

There was no comment from the floor on this announcement, however, and the financial statement was approved without discussion. Mr Bloomfield had also mentioned that during the year the Society had purchased 2,300 sq ft of additional office space, with some accommodation and storage space. The Society had no "grandiose intentions", however—the Office Development Permit for the Lambeth building had allowed for no expansion beyond the space previously available at Bloomsbury. The Society did not expect to occupy all of the new property at once.

The treasurer drew attention to the fact that the Benevolent Fund had again overspent its income by a substantial amount and could only keep the grants to beneficiaries in line with inflation given the requisite support of the membership.

### Clothier proposals

Earlier the president, Mr D. N. Sharpe, had "updated" the annual report of Council. Welcoming the Government's addition of a clause to the Health Services Bill to implement the Clothier proposals on rural dispensing, he expressed the Society's reservation that there should be a further clause requiring consultation with the medical and pharmaceutical professional bodies before regulations are made or changed.

Commenting on attempts to establish regional postgraduate education committees, Mr Sharpe said the response so far had been "mixed". A number of authorities were waiting to see how the current NHS reorganisation turned out and Council would therefore be reviewing the situation in six to nine months time.

Meanwhile, members in a position to influence RHAs should encourage formation of the new committees.

The president also reviewed progress on the establishment of the College of General Practice. The principle had been agreed, but the problem was whether it should be within or outside the Society: this had now been resolved, with the College being within the Society for an initial period of five years, after which Council would consult the College about its future. The target was that the governing body should be working by January 1, 1981.

### 'Qualified person' ultimatum

Concluding, Mr Sharpe told the AGM that a meeting has been arranged by the Minister of Health for the Society's views on the EEC "qualified person" in industry to be made known. Unless one of the assessors is to be a pharmacist with experience in the industry, the Society has stated that it will not accept the report of the advisory committee on the subject.

Discussion of the annual report brought only two speakers to the microphone. Mr S. Bubb complained that the time devoted to committee work implied that pharmacy was secure and prosperous. Council had no proposals for dealing with the increasing manpower—it should be planning work for the extra people and preventing erosion of the profession's roles by supermarkets, family planning clinics, dispensing doctors and central sterile supply units. It should stop its "ridiculous posture" in relation to the use of titles—the Unichem case had cost £10,000, but that was less serious than the "slap in the face for the Society that went with it". Concerning the Benevolent Fund shortfall, Mr Bubb considered it would be better if pharmacists were sufficiently well paid to ensure that they did not need help in their old age. The Society should be concerned with the

protection of members, in accordance with the charter, not their persecution.

Mr J. Iles expressed concern over the guidelines covering the emergency supply regulations which, he said, were unnecessarily restrictive. The tenor was "Don't make a supply if you can possibly help it"; pharmacists should make full use of their powers, Mr Iles suggested. The president said the comment would be borne in mind.

## Marketing boost for commercial radio

Severn Sound, a new independent local radio station based on Gloucester and due to go on air in November, will bring commercial television marketing concepts to radio for the first time, it is believed.

Led by a marketing man, George Moon—rather than the usual programming executives—the station will be producing a "comprehensive marketing tool" for advertisers, starting with a 30p research document giving demographic details, income and expenditure analyses, retail trade profiles and purchasing information. The station will also commission research to monitor test markets and launches, including checks on facings and pricing, and a sales force will sell in to the trade or carry out street sampling, etc.

The franchise is said to be ideal for test marketing since it closely resembles national figures in age groups and social classifications, as well as habits such as spending and shopping; there are 400,000 people in the area. Special rates will be available to test market advertisers, provided that not more than one other ILR station is used.

Mr Moon believes that the current industry ambition of 3-4 per cent of the total UK advertising spend, against the current 2 per cent, is "lunacy". He forecasts: "The industry should safely secure 10 per cent in the near future, or it's just not doing its job properly."

The research document should be available by July from Severn Sound, Provincial House, 45 Northgate Street, Gloucester.

# We've got the Range!

... and we've got the team

J. Pickles and Sons of Knaresborough is a private Limited Company and determined to remain so.

Although the well known Pickles ointment has been sold for more than 80 years, the present Company was formed in 1959 when the stock and trade marks were bought from a Retail Pharmacist by the present Chairman Stanley Horner and his wife Dorothy. For the first two years these two were the sole employees.

Now the Company makes 34 different products including such well known names as **Fiery Jack, Snowfire, S.C.R., Snufflebabe, Verrugon, Koologne, Swarm, and the midge repellents ... Mijex Stick and Spray.**

Simon Horner the Chairman's son is Managing Director, and Pickles representatives now cover all parts of the U.K. excluding Lancashire which is operated by their sole Agent, who has been with the Company for 17 years.

It is realised what a debt of gratitude is owed to those who have worked for the firm, and to those customers who have given their support over the years.



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**Mr. Roland Williams.**  
Tel. No. Bristol 508622  
Area: Avon (Excepting Bath), Gloucestershire, Herefordshire, S. Wales, Mid Wales, Worcestershire, Cornwall, Somerset, N. Devon.



**Mr. Len Riley**  
Tel. No. Leicester 692069  
Area: Leicestershire, Nottinghamshire, South Humberside, Lincolnshire, Northamptonshire, West Midlands (Part) Warwickshire.



**Mr. Chris Slade.**  
Tel. No. Swindon 824184  
Area: Berkshire, Buckinghamshire, S. Devon, Dorset, Hants, Dux, Wiltshire, Avon (Bath).



**Mr. Ian Dick,**  
Tel. No. 01-658 1233  
Area: Surrey, Sussex, Kent, South London.



**Mr. John Filby.**  
Tel. No. Dingar 2798  
Area: Essex, Hertfordshire, Bedfordshire, Suffolk, East London.



Chairman & Co. Secretary Stanley & Dorothy Horner



**Mr. Rob Hamilton.**  
Tel. No. East Kilbride 44760  
Area: The Whole of Scotland.



**Mr. Simon V. Horner.**  
Tel. No. Harrogate 864429  
Area: Northumberland, Tyne & Wear, Cumbria, N. Yorkshire.



**Mr. Geoff Thornley.**  
Tel. No. Bradford 682512  
Area: Yorkshire (West & South), Cleveland, North Humberside, South Co. Durham.

Please remember the slogan...

**IF IT'S 'PICKLES' IT'S GOOD**

**J. Pickles & Sons** Knaresborough, Yorkshire, England

by Xrayser

**Mr David Sharpe** has been unanimously re-elected chairman of the Pharmaceutical Services Negotiating Committee for 1980-81. **Mr D. L. Coleman** has been unanimously re-elected deputy chairman. The following were elected to the finance and general purposes subcommittee: D. Davison (Co-operative representative), B. Silverman (Company Chemists Association representative), C. D. Ross (National Pharmaceutical Association representative), D. L. Coleman, R. R. C. Kitchen, R. G. Worby and Mrs M. Rawlings (regionally elected representatives). Mr D. N. Sharpe (ex-officio). The vacancy on PSNC caused by Mr Mallinson is to be filled by the Company Chemists Association's appointment of Mr M. P. Bridger, managing director, Savory & Moore Ltd.

**Mr W. F. E. Eustace-Pedlar MBE, FPS, FBOA**, has retired as managing director of Eustace-Pedlar Ltd, Salisbury Road, St Judes, Plymouth. He qualified as a pharmacist in 1929 and as an ophthalmic optician in 1955. He was made a Fellow of the Society in 1970 and an MBE in 1974. Mr Eustace-Pedlar was a member of the Plymouth Executive Council for 24 years and was its chairman 1969-72. He was chairman of Plymouth Branch of the Pharmaceutical Society from 1943-46 and 1970-71, and was secretary of Plymouth LPC for 25 years.

**Mr L. J. Godfrey**, managing director De Witt International Ltd has been elected president of the Proprietary Articles Trade Association. Mr Godfrey has spent 21 years in the pharmaceutical industry, first with E. R. Squibb in Australia and the Far East before returning to the UK. He joined Regent Laboratories in 1972 and De Witt International in 1974. The vice-presidents, elected at the PATA council's May meeting, were Mr E. B. Jones, Miles Laboratories Ltd, Mr E. H. Butler, MPS, E. H. Butler & Son Ltd, and Mr J. R. Marshall, MPS, of Sunderland. Mr T. Marns, FPS, a past president and treasurer since 1964 resigned and was elected an honorary member. Mr T. N. R. Horsfield, MPS, Ayrton, Saunders, was elected treasurer.

#### News in brief

- The 1980 Calendar of the Pharmaceutical Society of Ireland is now available from the registrar, 37 Northumberland Road, Dublin 4.
- The 1979 provisional sales figures of complete safety razor sets, by UK manufacturers, show an increase in value on 1978 by £6.7 million, but the number of sets sold dropped to 25.7m, from 30.3m. The sales volume of safety blades, sold separately, dropped to £27.4m from £32.8m. UK exports of safety razors totalled £5.1m (£4.5m) and safety razor blades £22.6m (£23.3m). Imports of safety razors rose in value to £6.0m (£5.3m), while that for blades fell to £7.0m (£9.0m).

## Who cares?

I have an instinct, common among pharmacists, that drugs for patients are all very well, but that we ourselves should take no more than the absolute minimum to obtain the required response, and then for the shortest possible time. We know how they work, we know the likely side effects, and can monitor the response with some degree of understanding. It is therefore ironic, with our training, that our professional income at present depends on the number of prescriptions we dispense and the sheer volume of drugs we sell to the DHSS each month, and that the contract which is the justification for our very existence is limited to a statement that we must supply accurately and with reasonable promptness any medicine or appliance ordered by a doctor.

Professional ethics—a sort of one-sided loyalty—demand that any misgivings we may feel at the sight of some scripts are not transmitted to the patient lest this damages his confidence in his doctor. And from my experience, the doubts cannot easily be taken up with the prescriber, by whom such questions seem to be taken as an impudent criticism of his ability or prescribing prerogative. Thalidomide produced some denting of blind confidence, however, and aroused cries of vengeance from a public forced to question the assumption that drugs could provide the universal panacea.

The recent problems with Valium and Mogadon again draw attention to fallacies concerning the benefits of medicines. The public, and so, ultimately the Government, respond to these misgivings by demanding from the manufacturers standards of safety which seem to have no relation to the realities of illness and treatment, and under which it is doubtful whether aspirin would ever have reached the market. We know from our day-to-day experience that new treatments are introduced far less frequently than before, and although we may feel safer, if ever-more stringent premarketing testing is demanded in this country, the number of companies able to afford such developments could fall to the point where there could be none willing to take the risk. Worse still, the translation of cries for vengeance into the demands for financial compensation—a sword of Damocles if ever there was one—must give research and marketing directors nightmares when instituting a £20m programme on a promising new development.

## Pride and responsibility

Although I have reservations about the way drugs are used at present, and consider public expectations of them and the NHS unrealistic to the point of absurdity, I am proud of being a pharmacist and proud of the achievements of our pharmaceutical industry. Because as a nation we in Britain have enjoyed bathing in the sunshine of the commercial success of our industry it seems not unreasonable for us to provide a little burn cream for those unfortunates allergic to sunshine, for if we set the standards of safety through Government legislation, and these requirements are satisfied, and then some untoward reaction occurs later, it is we who are responsible. We take a shallow view if we agree with Mr Jenkin, Secretary of State, who attempts to slither out of this responsibility because he doesn't fancy it. No one finds it attractive, but if collectively we are willing to enjoy the benefits, then collectively we should be willing to accept responsibility for the unforeseen.

Finally, I began this article by saying that pharmacists, the most competent in handling and understanding drugs, use them personally with the greatest care and discretion, precisely because they understand the potential and limitation of medicines. It is my view that any system set up to maintain the health of the nation which moves away from such an attitude is wrong. It is immaterial whether a scheme is set up for doctrinaire, humanitarian or commercial reasons. In overall health care, education should play a far more important part than at present, while medicine should be seen as but one facet of that care.



## What do you recommend for indigestion and heartburn?

Many doctors now prescribe or recommend one of the new alginate/antacid formulations, and patients like them because they work so well.

Now there's an alginate/antacid product that you can recommend without hesitation because it's palatable (caramel flavoured) and easy to carry around – it comes in foil-sealed tablets – and also modestly priced.

# NEW **TOPAL**

**alginic acid with antacids**

Topal comes from a major pharmaceutical group with companies in six European countries. Like all the company's pharmaceutical products it is sold only through retail pharmacies.

The launch of Topal is being supported by national detailing and press advertising to general practitioners, but the product may also be purchased without prescription.

There's also a special introductory trade bonus offer.

Full details on TOPAL and the bonus offer from De Witt International Ltd.



**Concept Pharmaceuticals Ltd.,**  
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59-61 High Street, Rickmansworth, Herts. WD3 1EZ  
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Seymour Road, London E10 7LX  
Telephone 01-539 3334

# COUNTERPOINTS

## Canoe grooming range for the 'young and fashion conscious'

Dana Perfumes are to launch a range of men's grooming products, available from September.

Called Canoe, the range of nine items is said to have been developed for "the young and fashion conscious male executive of the '80s" with a "subtle and sophisticated fragrance".

Packaged in a dark blue and white



combination, each box carries a five flag emblem spelling out the word "Canoe" in International Maritime Code.

The range comprises three "Sportravel" products—shower gel (125g, £2.50), after shave (89ml, £3.75) and eau de Cologne

(89ml, £4.25). The remaining products in the range are eau de Cologne (100ml £5.50, 250ml £9.50 and 450ml £16.50), deodorant stick (77g £2.55), roll-on anti-perspirant (89ml £2.25) and a soap-on-a-rope (141g £3.25). *Dana Perfumes Ltd, 7 Conduit Street, London W1R 9TG.*

### 'Mobile' toothbrush

New from Canada is a travellers toothbrush in a durable cylindrical case. A screw top covers the brush when not in use and the handle contains a re-fillable toothpaste dispenser. The "Tote-Brush" (£1.49) is available in a range of 10 colours and a POS display unit holds 30 brushes. *Baba Marketing, 571 Green Lanes, London N8.*

### Peach toilet tissue

Kleenex family toilet tissue is now available in peach to complement the newer "natural" bathroom colours. Kimberly-Clark estimate the market for toilet tissue will rise by £32m this year to reach £206m. *Kimberly-Clark, Larkfield, Nr Maidstone, Kent.*

## Mum and Clairesse display competition

Bristol-Myers are running a display competition for independent chemists during July and August, with a first prize of a week's holiday for two in Florida. Two runner-up prizes comprise long weekends in Paris for two.

The competition is based on displays of the recently relaunched Bristol-Myers brands Mum and Clairesse. Display units and display material are available and competition entry details are available from Bristol-Myers salesmen. *Bristol-Myers Co Ltd, Langley, Slough.*

## Unicliffe quiz

Unicliffe are running a competition for pharmacists and their staff in conjunction with their magazine, *The Slimming Question.*

The competition consists of a 10 question product knowledge test and tie-breaker question, leaflets for which are available with the magazine. First prize in the competition is a week for two in Corfu in September. *Unicliffe Ltd, 5 Trident Way, International Trading Estate, Brent Road, Southall, Middlesex.*

## JACKEL INTERNATIONAL (UK) LIMITED

are pleased to announce that the following customers have "scored a goal" in the  
**"SPOT THE HOCKEY BALL"**

trade promotion which ran through January/April 1980:—

Mrs. N Marl  
Widnes Hypermarket  
Lugdsdale Road  
Warrington  
Lancs

Mr M J Parsons  
Westons Chemist  
108 Watling Street East  
Towcester  
Northants

Mr H Cockburn  
Harry Cockburn Limited  
30 Windmill Street  
Motherwell  
Lanarkshire

Miss J A Baker  
R Gordon Drummond Limited  
5 Somerset Square  
Nailsea  
Bristol

Mrs S M Hancock  
B M M (Moreton) Ltd  
Moreton  
Wirral  
Merseyside

Miss J Redpath  
R & I McRobbie Limited  
46 Almond South  
Livingstone

Mr C T Thomas  
C T K Thomas Chemists  
326 Goring Road  
Worthing  
Sussex

Miss D Davies  
R Gordon Drummond Limited  
20 Talbot Street  
Maesteg  
Bridgend  
Glamorgan

Mr D M Sherman  
Sherman (Chemists) Limited  
The Pharmacy  
6 Market Street  
Portadown  
Northern Ireland

Mr A Morton  
R Gordon Drummond Ltd  
6 Cardiff Road  
Taffs Well  
Cardiff

The winners will be spending five nights in Moscow and two in Leningrad, arriving in Moscow in time for the Opening Ceremony of the Olympics. Visits to selected events and a sightseeing tour are also included.

*Congratulations from*

**JACKEL INTERNATIONAL (UK) LIMITED, KITTY BREWSTER ESTATE,  
BLYTH, NORTHUMBERLAND**

# 'Two-way' air freshener from US goes national in UK

A long-lasting air freshener—already a brand leader on the US—that combines the advantages of an aerosol and solid freshener is being launched nationally in the UK on June 1.

Food Brokers Ltd, the UK marketers, claim a first with "Twice as Fresh" (£0.84) which acts as a slow release when opened slightly and as an "instant" odour banisher when opened more fully and "waved like a wand". The product is claimed to last for 60 days, or more, but is premium priced. Twice as Fresh comes in four fragrances—alpine meadow; rose petal; lemon blossom; pine forest—is packaged in an off-white cage when wrapping is removed, and is supplied in outers of 12.

## Successful testing

The national launch follows a successful test market in Harlech and Westward television areas. According to Nielsen statistics the freshener becomes the fastest selling brand in shops stocking the product—achieving a 27.8 per cent volume share and 40.1 per cent sterling share.

The product has been developed by the US company, Clorex, and research over there has shown, they say, that 75 per cent of the sample tested preferred Twice as Fresh to the other current leading solid; 70 per cent preferred the stronger fragrance, many saying it was better against sudden odours, and 62 per cent said it was more effective overall. Within four months of going national in the US, in September 1978, the product claimed brand leadership—with a category growth in solids of 33 per cent against 7 per cent in the previous year.

## Promotional spend: £1.4m

In Canada Clorex say they experienced a similar success and Food Brokers are now attacking the UK market with an advertising and promotional spend of £1.4 million. Retailers will be able to take advantage of an introductory bonus scheme which runs during June and July—a "14 for the price of 12" deal. Shelf barkers are available.

The major advertising spend will be on television, with a £980,000 expenditure in four concentrated bursts starting in August this year, returning in November and again in March and June of 1981. The commercials are basic, emphasising the products strength over sudden odours, such as frying fish and babies nappies, and its continuous performance as a slow release.

The remainder of the money is going on a "large scale drop" of price-off



coupons. The coupon, worth 10p, will be distributed in September 1980 through *Shopping Scene*, a free magazine delivered twice yearly to "10 million households". In the Spring of 1981 a door-to-door distribution is to take place to 6 million homes, and in-store demonstrations and couponing is planned. Trade Press promotions have yet to be finalised.

## The market

Bayer have recently estimated the real growth in the freshener market to be in the solid field (*C&D*, March 8, p378—and below) and Clorex back up this belief, discerning a growth in solids of 39 per cent of all units sold to 55 per cent, over the last three years—with a total growth in the market of some 250 per cent.

The Nielsen research for Clorex, shows that two-thirds of the solids

volume growth is accounted for by gel type products—brand leaders Glade and Airwick—the remaining third consists of resin impregnated strips, like airbal, and powder based products such as Fleur. Often, they say, consumers will also purchase an aerosol for "sudden odours". Now Clorex say one freshener fulfills the functions of both a solid and an aerosol.

The secret apparently lies in the "controllable delivery system". Twice as Fresh uses a porous cellulose pad which the company says has the capacity to slow release continuously and rapid release on waving. The longevity of the product has been achieved, they say, by the use of a "patented fragrance stabiliser"—"Twice as Fresh will last longer than any other brand, sometimes more than double the time". *Food Brokers Ltd, Milburn, Copsem Lane, Esher, Surrey*.

## Bayer support for Bayfresh

The first major launch in 1980 in the air freshener market was Bayer's "Bayfresh" slow release and aerosol products (*C&D*, March 8, p378). June 9 sees the start of a six week, £400,000 television campaign featuring the slow-release freshener. The commercial is backed up with two bursts of women's magazine advertising through June, July and August, and again in October and November. They estimate the television commercial will be seen by 84 per cent of all housewives and the advertisements by 81 per cent.

The company says they have achieved 72 per cent sterling distribution in pharmacies within two months of launch. Richard Hart, senior product manager, says "Even before the break of advertising, the product is selling out extremely well and it looks as though we will pass our target of a 15 per cent



"Please pick the flowers" is the message on Bayer's POS material

share of the total aerosol and slow release market in year one". *Bayer UK Ltd, Consumer Products Division, Burwell Road, Haywards Heath, West Sussex*.

# COUNTERPOINTS

## Fabergé four set to enter the body spray market

Fabergé are to launch a range of four body sprays, including both Tigresse and Xanadu (80ml £0.99).

The range also comprises Adesso (due to be launched last year, but postponed with production difficulties) and Warm Musk.

With the emphasis on the fragrance quality of the sprays, playing down the deodorant aspect, Fabergé say the sprays are "for women who like to use a fragrance, but hesitate because of the cost."

Fabergé will be supporting Body Sprays with a £500,000 television campaign which breaks on July 21 and runs for three weeks. The advertisement has the copyline "Spray! Spray! Fabergé!"

Steve Mason, Fabergé marketing manager says: "We feel that body sprays will bring our fragrances to a much wider audience. The competitive price encourages frequent purchase and liberal use. Plus, since the price isn't prohibitive, we hope women will experiment more with different fragrances.



"The fact that our body sprays are closer to a cologne than a deodorant means that women won't have to worry about their deodorant 'clashing' with their cologne."

A 15in shelf dispenser capable of holding one dozen cans of each fragrance is available for display purposes. *Fabergé Inc, Ridgeway, Iver, Bucks.*

## Tender Touch wallchart offer

Smith & Nephew's latest promotion for Tender Touch is an on-pack offer of a nursery-care wallchart, produced with the co-operation and advice of the Royal College of Nursing. The wallchart measures 24in by 16in and includes advice on preparation of the baby's room, equipment recommended, feeding, bathing and nappy changing, as well as health care advice. It is available to the consumer for £0.65, including postage and packing, together with one proof of purchase. All packs of Tender Touch, apart from cleansing buds, will be flashed with details of the offer and full colour advertising will appear in women's interest and consumer babycare Press during June and July. Display material will be distributed by the sales force and will comprise shelf edgers and a dump bin backboard. *Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.*

Both the foam bath and hand and body lotion now come in clear plastic "squeezy" tubes with black tops and a "flip" nozzle for easy pouring. The 300ml sizes are in new white "squeezy" polythene bottles with black screw top caps and the foam bath formulation has been improved. The 175g de-luxe bath soap is similarly packaged. *Dana Perfumes Ltd, 7 Conduit Street, London W1R 9TG.*

## Vestric film offer

From June 2 to June 30, Vestric are offering a range of Fujicolor negative film at up to 20 per cent off trade prices to coincide with Fuji's TV (ATV area), Press, cinema and poster advertising campaign which begins in June.

Orders for 20 to 49 assorted Fujicolor films in the range on offer will qualify for an extra 17½ per cent off trade prices. Orders for 50 or more assorted films will qualify for an extra 20 per cent off, plus a free Hanimex 108F camera retailing at approximately £8.50.

Vestric will also be offering Ilford film (FP4 120; FP4 135-20; FP4 135-36; HP5 120; HP5 135-20; HP5 135-36), at an extra 12½ per cent discount off normal trade prices. Orders must be for 10s, or multiples of 10. *Vestric Ltd, Chapel Street, Runcorn, Cheshire WA7 5AP.*

## Bonus offer

A pre-season bonus of six for the price of five is currently on offer on Carmil. The bonus price is available from most wholesalers until the end of June. *Ex-Lax Ltd, Fishponds Road, Wokingham, Berks.*

## New-look Tabu

The Tabu range of bath products from Dana Perfumes has been re-packaged in the white cartons which were introduced last year for the fragrance range. The new packs will have the Tabu insignia, bordered by the familiar orange flash, printed on a black panel on the front of each box, which extends over the top.

In addition, new tubes have been introduced for the 125ml travel packs.

## A perfume for the 'confident' woman

Quant by Quant is the latest perfume from Mary-of-the-same-name. Described as a "refreshingly chic yet sensuous new fragrance" it has been created, the company says, for the confident woman.

The fragrance is a blend of bergamot and lemons giving a citrus top note with French hyacinth and iris. Jasmine, rose oil, vetiver, patchouli oil and oriental balm are also included.

Coming in glossy burgundy-and-cream packaging, the fragrance will be available from June in perfume splash (10ml, £12.50), perfume spray (10ml, £7.50), eau de toilette splash (50ml, £5.25), pump spray (25ml, £3.95; 50ml, £5.95) and spray (25ml, £2.50). *Mary Quant Cosmetics Ltd, Surbiton, Surrey.*

## Wella on air

Wella are to run a straight "buy one, get one free" offer on their 100ml conditioner range.

The offer, in the form of a banded pack, is being supported by a national commercial radio campaign which begins June 2 on Capital, Piccadilly, Plymouth, Tees, Orwell, Cardiff, BRMB, Pennine, Thames Valley, Metro, Swansea, City, Trent, Clyde, Forth, Hallam, Victory, Beacon and Mercia. *Wella (Gt. Britain) Ltd, Wella Road, Basingstoke, Hants.*

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; Cl—Channel Island.

**Alka Seltzer:** All areas

**All Clear:** All areas

**Anadin:** All areas

**Balance:** M, Lc, Y, NE

**Body Mist:** All areas

**Clearasil Clearguard lotion:** All except Ln

**Cow & Gate:** All areas

**Crest toothpaste:** Ln, M, Y, A, U, We, Cl

**Eversun:** All areas

**Harmony hairspray:** All areas

**Head & Shoulders:** All except E

**Immac:** Ln, M, Y, Sc, WW, NE, U, We

**Johnson's baby powder:** All except Ln, WW, So, B, E, Cl

**Keystone cameras:** Ln, Lc

**Odor eaters:** All areas

**Oil of Ulay:** M, Lc

**Philishave battery deluxe shaver:** All except E, Cl

**Reactolite Rapide:** Ln, M, Lc, WW, So,

A, We

**School sandals:** All areas

**Sine-off:** Ln

**Sure deodorant:** All areas

**Slimgard:** All except E, Cl

**Wilkinson Sword:** All areas

**Zest toilet soap:** M, Lc, Sc, B

# What slimmers have been craving for.

Most diet products are designed to help slimmers at mealtimes.

But, as any slimmer will tell you, craving for food between meals can be just as much of a problem. That's why we have developed new SlimGard Protinets.

## We've filled a hole in the slimmer's day.

SlimGard Protinets give slimmers something chewy to nibble at between meals, without giving them too many excess calories.

You see, Protinets are formulated with protein, vitamins and minerals, yet contain only 8 calories each.

A couple of Protinets mid morning and mid afternoon can help overcome hunger pangs. While a couple of Protinets prior to a main meal can curb the desire to over-indulge.

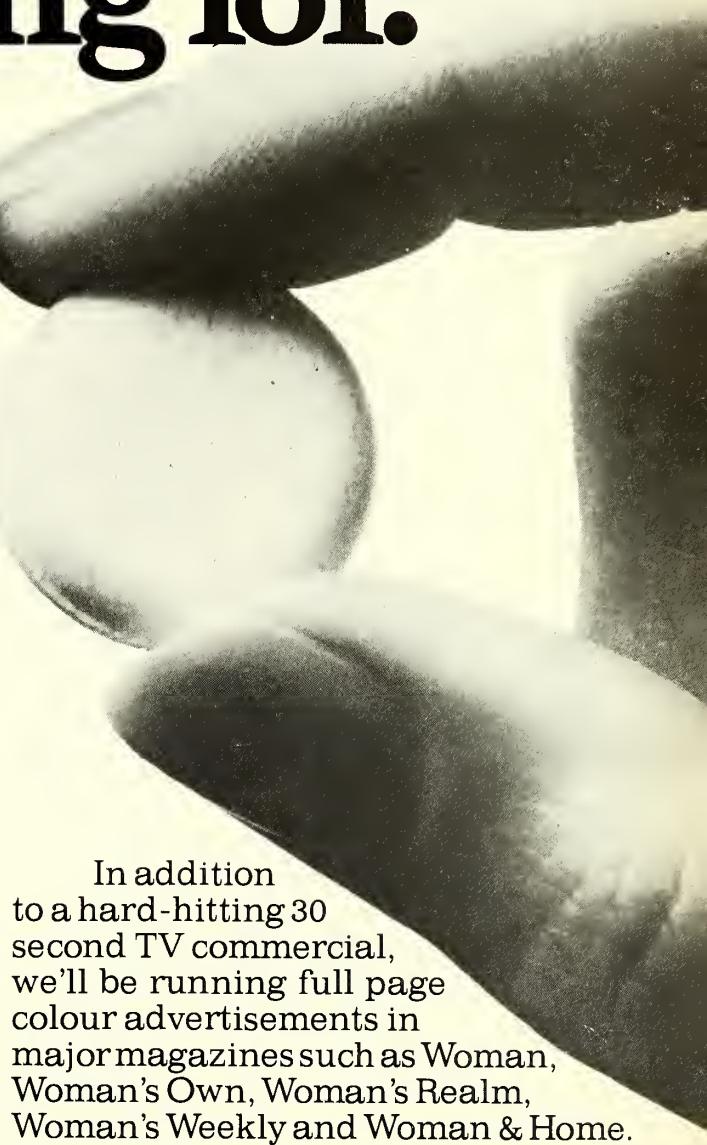
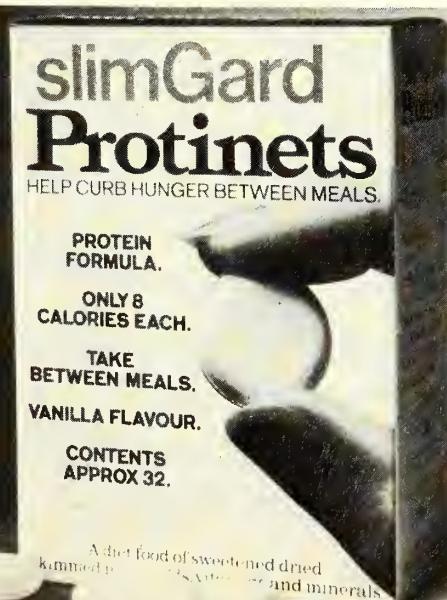
## We've filled a hole in the slimming market.

Naturally, such a revolutionary concept as Protinets opens up a whole new area of profitability for you in the rapidly expanding slimming sector.

And you can be sure that this is a gap we'll be aiming to exploit in a big way. To our advantage. And to yours.

## Press and Television.

Starting early in June, we will be promoting Protinets nationally. Just as the slimming season is approaching its peak.



In addition to a hard-hitting 30 second TV commercial, we'll be running full page colour advertisements in major magazines such as Woman, Woman's Own, Woman's Realm, Woman's Weekly and Woman & Home.

## All this, and special offers too.

To gain maximum consumer offtake of Protinets, all press advertising will carry a special 20p off coupon.

So, instead of selling at the normal £1.29, slimmers will be able to try Protinets for just £1.09.

Then we have some special offers available to the chemist too.

Your wholesaler has excellent introductory bonus deals now. So, simply return the coupon below to us, nominating your preferred wholesaler, and we will send you details of the best deals currently available.

Please send me more details of the current deals available on new SlimGard Protinets.

Chemist name \_\_\_\_\_

Address \_\_\_\_\_

Tel: \_\_\_\_\_

Wholesaler \_\_\_\_\_

Send to Unipharm Pharmaceuticals Ltd, 'Conshelf', Codsall, Staffordshire ST16 1RL.

# PRESCRIPTION SPECIALITIES

## Roll-on formulation for hyperhidrosis

The topical application of aluminium chloride hexahydrate has produced promising results in the treatment of hyperhidrosis. Unfortunately, the high level of acidity associated with clinical efficacy can produce severe irritation of the skin and cause damage to clothing. To overcome this problem, Dermal Laboratories have developed Anhydrol Forte—the first proprietary formulation of 20 per cent aluminium chloride hexahydrate in a roll-on bottle. It is claimed that this will deliver a controlled amount of the active ingredient sufficient to prevent sweating while minimising the chance of irritation and soreness.

### ANHYDROL FORTE solution

**Manufacturer** Dermal Laboratories Ltd, Tatmore Place, Gosmore, Hitchin, Herts SG4 7QR

**Description** Colourless evaporative solution containing aluminium chloride hexahydrate 20 per cent

**Indications** Topical treatment of hyperhidrosis specifically involving axillae, hands or feet

**Directions** Should be applied to the affected sites at night, as required, and allowed to dry. The solution should be washed off in the morning

**Precautions** Should be applied to affected sites only and kept away from the eyes. Bathing immediately after use should be avoided. If the axillae are treated, shaving and the use of depilatories should be avoided for 12 hours before or afterwards

**Side effects** Irritation may occur. If this happens the frequency of application should be reduced and hydrocortisone cream applied, if necessary

**Packs** 10ml roll-on bottle (£2.15 trade)

**Supply restrictions** Prescription only

**Issued** May 1980

## INDERETIC capsules

**Manufacturer** Imperial Chemical Industries Ltd, Pharmaceutical division, Alderley Park, Macclesfield, Cheshire SK10 4TG

**Description** White, opaque capsules printed with "Inderetic" and the ICI roundel. Each capsule contains propranolol hydrochloride 80mg and bendrofluazide 2.5mg

**Indications** Treatment of mild to moderate hypertension

**Dosage** Normal adult dose is one capsule twice daily. Not recommended for children

**Contraindications** Pregnancy. Second or third degree heart block, history of bronchospasm, anuria, renal failure and sensitivity to thiazides. Should not be used after prolonged fasting or in patients with metabolic acidosis. Should not be used with verapamil and neither drug

should be administered within several days of discontinuing the other

**Precautions** Special care should be taken with patients whose cardiac reserve is poor. Beta-blockade is normally contraindicated in cardiac failure unless controlled with digitalis or diuretics. Potassium depletion is a danger to digitalised patients or those with hepatic cirrhosis with ascites. Beta-blocking agents should not be discontinued abruptly in patients with ischaemic heart disease. Thiazide derivatives sometimes lower carbohydrate tolerance and insulin dosage in diabetics may need adjustment. Care is necessary when Inderetic is administered to those with a known predisposition to diabetes. If clonidine is given concurrently, this should not be discontinued until several days after the withdrawal of the Inderetic. If withdrawn before surgery, 24 hours should elapse before the last dose and anaesthesia. If treatment is continued, care should be taken when using ether, cyclopropane and trichloroethylene

**Side effects** Cold extremities, nausea, insomnia, lassitude and diarrhoea are usually transient side effects of propranolol. Isolated cases of paraesthesia of the hands have been reported. Discontinuation of the drug should be considered if skin rashes or dry eyes are not otherwise explicable. Intolerance to propranolol is manifested as bradycardia and hypotension—the drug should then be withdrawn. Adverse effects of bendrofluazide are uncommon in the small dose in Inderetic. Hypokalaemia is most severe in patients already depleted of potassium. Hyperuricaemia sometimes occurs but an attack of gout is rare. Skin rashes with associated photosensitivity, necrotising vasculitis, acute pancreatitis, blood dyscrasias and aggravation of pre-existing myopia are rare adverse reactions to thiazides

**Packs** 100 (£9.50 trade)

**Supply restrictions** Prescription only

**Issued** May 1980

## CeeNU capsules

**Manufacturer** Mead Johnson division, Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Slough SL3 6EB

**Description** Blue-blue capsules printed "Bristol 3030" containing lomustine 10mg. Blue-green capsules printed "Bristol 3031" containing lomustine 40mg. Green-green capsules printed "Bristol 3032" containing lomustine 100mg

**Indications** Adjuvant therapy to surgery and radiotherapy or in combination with other chemotherapeutic agents, in brain tumours, lung cancer, malignant melanoma and Hodgkin's disease

**Dosage** Recommended dose is 130mg/m<sup>2</sup> as a single dose every six weeks. In

individuals with compromised bone marrow function the dose should be reduced to 100mg/m<sup>2</sup> every six weeks. A repeat course may be given when circulating blood elements have returned to acceptable levels and this is usually in six weeks. Blood counts should be monitored frequently and repeat courses should not be given before six weeks as haematological toxicity is delayed and cumulative. Doses subsequent to the initial dose should be adjusted according to the patient's haematological response to the preceding dose

**Contraindications** Hypersensitivity to lomustine. Should not normally be administered during pregnancy or while breast-feeding

**Precautions** Since the major toxicity is delayed bone marrow suppression, blood counts should be monitored weekly for at least six weeks after a dose. Should be given with caution to individuals with depressed circulating platelets, leucocytes or erythrocytes

**Side effects** Thrombocytopenia occurs at about four weeks after a dose and leucopenia at about six weeks after a dose. These persist for one to two weeks. Cumulative myelosuppression may be produced. Anaemia has been infrequently reported. Nausea and vomiting may occur three to six hours after an oral dose. Stomatitis, alopecia and hepatic toxicity have been reported infrequently. Neurological reactions such as disorientation, lethargy, ataxia and dysarthria have been noted in some patients

**Packs** 20 capsules (10mg, £10.44; 40mg, £26.14; 100mg £52.28)

**Supply restrictions** Prescription only

**Issued** June 2, 1980

## SNO-PHENICOL eyedrops

**Manufacturer** Smith & Nephew Pharmaceuticals Ltd, PO Box 7, Bessemer Road, Welwyn Garden City, Herts

**Description** Multidose, colourless to pale straw-coloured sterile ophthalmic solution containing 0.5 per cent chloramphenicol

**Indications** Antibacterial preparation

**Dosage** One or more drops as required for adults. One drop as required for children

**Contraindications, etc** As for other chloramphenicol eyedrops

**Pharmaceutical precautions** Store at 5°C

**Packs** 10ml plastic dropper bottle (£0.75 trade)

**Supply restrictions** Prescription only

**Issued** June 1, 1980

## Again available

Phazyme tablets are now available after being out of stock for some time. Stafford-Miller Ltd, The Common, Hatfield, Herts AL10 0NZ.

More specialities on p943

31 May 1980

# The platform for the tube.

# PLAQUE

Throughout 1980 we'll go on putting across one basic proposition in our advertising to denture-wearers.

Our platform is this: Dentu-Creme is the best way of removing plaque from dentures.

And as plaque is a major dental health concern, Dentu-Creme will be selling faster than ever.

To make sure it goes on growing at a dynamic rate, we'll be increasing our spending to an all-time high.

On a colourful new press campaign that'll reach 96% of all denture wearers.

On special promotions that'll be irresistible to you and your customers.

Ask your Stafford-Miller representative to give you the details.

And we'll also be giving better value and a higher return than ever – with new giant-size packs being made available throughout the country, later this year.

Remember, you're on the right line with Dentu-Creme.



**The only toothpaste made specially for denture-wearers.**



## An appeal to storks everywhere: stay calm.

It's a fact that more and more women are coming off the pill.

Which means that more and more couples are searching for a safe, reliable alternative.

The best alternative is *Durex Nu-Form Extra Safe*. With its special spermicidal lubricant, it's the safest sheath available.

And, by spending more than ever before on advertising a single *Durex* product, we'll be ensuring that every couple in Britain knows it. Our powerful advertising will be running in

women's magazines and national press from July right up until March next year.

*Nu-Form Extra Safe* is a high profit maker, so make sure that it's featured prominently on your counter. That way, it'll prove the most profitable brand in your *Durex* range as demand grows.

A fact which should please all retailers, and more than a few storks.



*Durex* is a registered trade mark.

# The stock-control computer behind a chemist's counter

The story of how an independent pharmacist's initiative has paved the way for point-of-sale computer terminals in over-the-counter stock control

A relatively small pharmacy in a small country town near Hull seems an unlikely place for the development of computer applications in retailing. Nevertheless, that is where proprietor pharmacist Mr Roger King has pursued a one-man quest for a point-of-sale system that would improve the stock-turn and general working efficiency of his over-the-counter business—those who have been giving priority to the dispensary computer may be chasing the wrong hare, he feels.

Fortuitous contact with helpful computer and cash-register manufacturers has meant that Mr King's aspirations have become reality—and have played no small part in the compilation of a computer POS system soon to be marketed for retail pharmacies. Having come this far, Mr King was attracted by the recent *C&D Comment* (March 22) on Numark's proposals for a common computer code for pharmacy—and he therefore invited *C&D* to share the story of his own experience with other independent pharmacists.

## Traditional

The pharmacy Mr King took over 11 years ago was entirely traditional, with only a moderate front shop and a raised dispensary behind. The NHS potential was—and is—limited by the fact that both the town's group practices, totalling seven doctors, dispense for patients beyond the mile limit. Nevertheless, the population stands today at 3,500, enough to keep the NHS turnover at 60 per cent despite expansion of the counter trade.

Hedon is some six miles from Hull but is a centre for several villages to the north and east (that is, towards the coast) none of which has a pharmacy. Thus there was an obvious opportunity to practise agricultural and veterinary pharmacy and about four years ago Mr King took over an established merchants business. However, it did perhaps too well and its growth created capital problems; the business has since been sold off, though the pharmacy remains a depot for it. Mr King has also opened this year a veterinary-only pharmacy at Beverley, a town to the north of Hull with the area's largest market.

The rear of the Hedon premises has been opened up to customer flow, with the dispensary and medicines sections being taken right to back by conversion of the former garage. On entering the

shop the customer comes into an area devoted mainly to toiletries and cosmetics; ascending a few steps to the original dispensary level she passes baby goods, hair care, feminine hygiene and paper products, and then has a choice of a left turn to the medicines, surgical and dispensary waiting area, or a reverse right turn up a flight of stairs to a wool and baby-wear department on the first floor.

This latter was an under-used stock room before Mr King noted, just over a year ago, that a nearby shop selling baby requisites was not prospering because of its position in a side street away from the market square. By amicable agreement, he bought it out and the previous owner's daughter, who served in the shop, came in to run the new department—which is now beginning to pay its way.

## Logical extension

This, then, is the business that Mr King operates—and in which he has put himself in the forefront of POS computer evaluation in retail pharmacy. His interest began about five years ago when he read an article on POS systems in the USA. "Having been brought up in Boots with rigid stock control I was fascinated by the logical extension into an automated system," he says.

Thus, a representative from Gross Cash Registers who came to demonstrate

A general view from the shop doorway



Roger King—computer enthusiast

a new electronic till found himself floored by being asked whether the system could capture data. Like a good salesman, however, he did not retreat but called up reinforcements in the form of the company's systems manager to investigate Mr King's requirements. With both manufacturer and retailer treading new ground, they decided to go ahead with a register which could have a logger attached and be programmed to accept product codes—up to 9999 since it was a £99.99 register.

## Code systems

The first code system divided products into agency and wholesaler lines. Agencies began at 1001, with the first two digits denoting the agency—eg, the 1100 series might be Yardley. Then, starting at an arbitrary 6000, the wholesaler codes were based on 2000 lines in the Vestric Vantage stock books. The encoding took the staff a week-and-a-half in time-equivalent. Naturally, every product in the shop also required coding and this was achieved using a Meto two-head labeller, a piece of equipment that has well proved its worth and is in constant use.

Continued on p929

# Two new from Stafford

You know about Sensodyne toothbrushes. Adult and children's models, and a special one for sensitive teeth. High-quality, premium priced, backed by heavy promotion to the dental profession and the public.

Now we're introducing two new Sensodyne toothbrushes to make the range more complete.

## Sensodyne Interdental

Dentists recommend that a single-tuft toothbrush should be used routinely for cleaning the spaces between the teeth. The new Sensodyne Interdental has correct head/handle configuration with double-rounded Tynex nylon brushing filaments designed for long life and efficient penetration into the crevices. As this brush meets a definite professional requirement, it is anticipated that the level of dental recommendation will be high.



# front runners Miller



## Sensodyne Perio

Special-purpose  
toothbrush with  
extra soft filaments  
for patients with gum  
problems who need  
a compact-head brush  
with soft texture.

Both new toothbrushes, plus the whole range, are being promoted heavily to dentists via press advertising, sales force activity and direct mail. There's also a P.R. campaign running. All Sensodyne toothbrushes are premium-priced, with big profit margins for you.

There's also a new display stand to hold supplies of all the brushes and Sensodyne Dental Floss. The Stafford-Miller rep. will be offering you one.



But don't wait for that. Order the new Perio and Interdental brushes now. The demand will be there - and it'll grow.

Make sure you can meet it.

**Sensodyne  
Toothbrushes**  
*Simply the best*

Stafford-Miller Ltd.,  
Professional Relations Division,  
Hatfield, Herts. AL10 0NZ.

Powder puffs are soft and dry and beautiful to use.

But, unfortunately they don't stop you from perspiring.

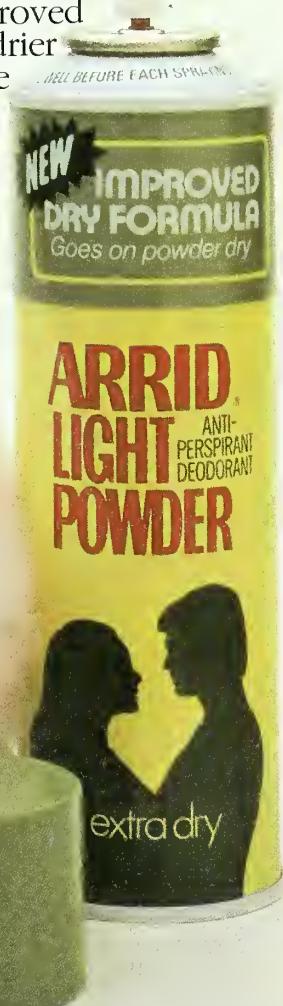
Nor are they an effective deodorant.

So realising that we couldn't get Arrid anti-perspirant deodorant into powder puffs, we've managed to get puffs of powder into Arrid anti-perspirant deodorant.

## We couldn't put Arrid into powder puffs, so we put puffs of powder into Arrid.

It's called Arrid Light Powder.

It contains a new improved formula that keeps you drier than ever before. Just like a powder puff, it puffs a fine light absorbent talc that goes on gently because it's dry before it even touches your skin.



**ARRID EXTRA DRY**  
*Gives you that certain feeling*

## At last a deodorant that smells of your favourite perfume

Amazingly it's true.

Arrid Extra Dry have produced an anti-perspirant deodorant that works on you, but not on your favourite perfume.

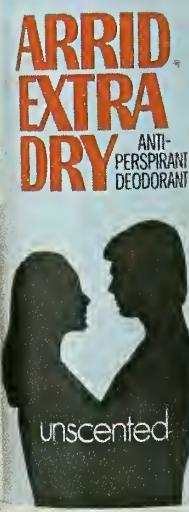
It contains a new improved formula that keeps you drier than ever before.

It's called Arrid Extra Dry Unscented.

Because it's made by Arrid, you can be certain that it'll keep you cool, and dry and beautiful.

And because it's unscented you can be certain it won't compete with your perfume. Which is important when you've

spent time and money finding one that suits you. So next time you put on your perfume, put on Arrid Extra Dry Unscented with it.



**ARRID EXTRA DRY**  
*Gives you that certain feeling*

# A computer behind the counter

Continued from p925

The registers were equipped with 18 total keys, so Mr King divided the stock into 16 product groups, with the result that a transaction required the keying of a product group (one key), product code (four keys) and the price.

The code did not allow the incorporation of a "check digit"—a number added to the code itself which a computer can use to check the accuracy of entry. So Mr King ran his own assessment and found that he could only pin down around 3 per cent errors, which he considered reasonable for a system being created from scratch.

There were other problems, however. The machines themselves proved unreliable, especially the logger which had to be replaced—and which, for an unsuspected six months, "recorded only what it felt like". The fault was tracked down because the sales of some products were below what they should have been on one of the two tills. More frustration resulted from the fact that the tills recorded on standard cassette tapes which soon became kinked so that the computer bureau was unable to process the stored information. Finally there was the limitation of the system in that it created only a sales file.

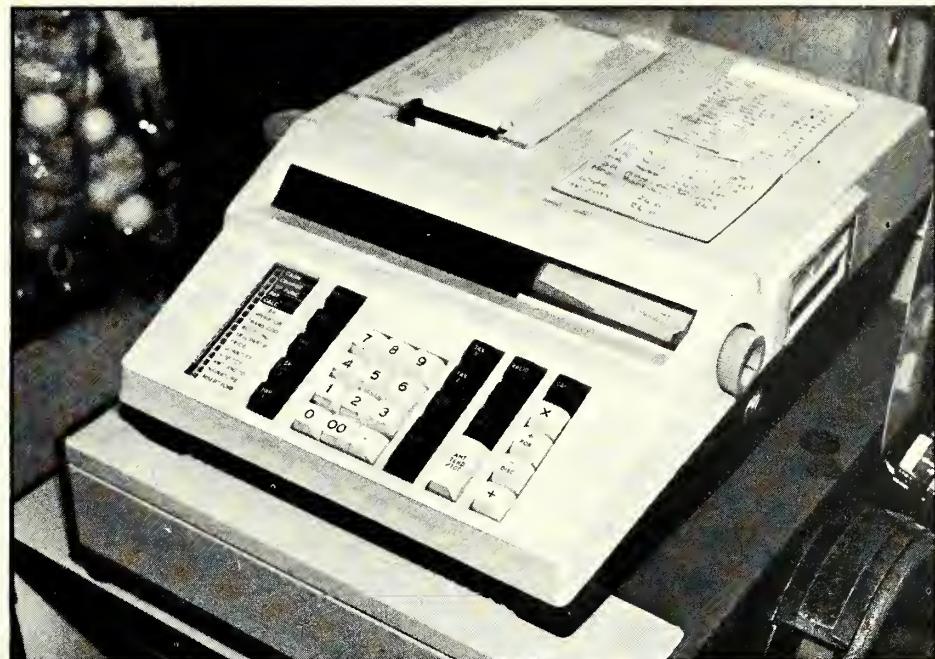
## New partnership

"About two years ago I got sick of it," Mr King told *C&D*. "We were getting nothing but sales records and the moving annual totals (MATs) were out of date." So it was back to the drawing board. By now Gross had been taken over by Chubb Electronics and it was soon evident that a great partnership was about to blossom, with Roger King as a central figure.

The new terminal was a Datatrol—which included a microprocessor and so was programmable. It now became necessary to provide a check digit (the available numbers are created by Chubb's computer) and thus to increase the code length to five digits. This worried Mr King, whose full-and part-time staff range in age from school-leavers to past retirement age. But Chubb left a terminal for them to "play with" and it proved that the staff got on well with the five-figures—it also proved that the entry error rate had previously been low, as expected, but nevertheless significant and well worth correcting.

Mr King realised that the data being captured was now reliable enough and sufficient to move on to automatic re-ordering. That was just twelve months ago, and when *C&D* visited Mr King a few weeks ago, he was proposing to change up a gear by moving from monthly to weekly data processing.

Processing of the data tapes is carried



Chubb CR3/210 series point-of-sale terminal in Mr King's pharmacy

out by Scandata at Haywards Heath, Sussex. This means that tapes have to be sent by post—installing a printer at the pharmacy would be too expensive at this stage and the Post Office cannot supply a modem for line transmission of data until November. However, Mr King is planning to experiment with acoustic couplers meanwhile.

With the system as it is now, Mr King puts a six-week stock cover on wholesaler lines and, because of the order lead time required, eight weeks on agency lines. When using Vantage management data, the stock levels were at least as long and were based on purchase records rather than sales. Mr King believes that once the weekly data processing is established he should be able to reduce stock-holding—"I would like to think that three weeks' stock of 'mainstream' lines is a real possibility." However, he also believes that the system must remain flexible enough to allow purchases in excess of indicated quantities if buying terms are right.

## Stock data

So what does Mr King get from his bureau? At first there was quite a mountain of paper in the form of computer print-out, but Mr King is now taking only two basic reports. The first is the stock replenishment report which has no data other than the amount needing to be ordered. Subject to amendment, it is sent as received to the Vestric branch in Hull where it is accepted as an order. (It incorporates their computer codes but can equally be programmed to print-out those of other wholesalers). The second document provides a sales analysis, unit stock report and gross profit report. By using a six-figure code, VAT zero-rated products are identified and reported upon.

A suffix of two figures, held only in the computer memory and not entered at point-of-sale, identifies the product groups. At one time Mr King was of the

opinion that six-figure entry was the maximum practicable, but every previous step up has proved possible and he is slowly becoming converted to the advantages of seven figures to allow product groups to be analysed at the terminal. In the new Chubb system, group identification is in the form of a prefix rather than a suffix.

Asked about the time taken at the terminal generally, Mr King considered that data entry probably takes no longer than it takes the customer to get the money out of her purse!

## System marketed

Chubb are now marketing a point-of-sale system for pharmacy based on that developed in co-operation with Mr King—who is enthusiastic about the help the company has given him. "I can thoroughly recommend the equipment and the support I have had, and the Chubb system has been developed with a lot of consultation with pharmacists." The system differs somewhat from that being operated by Mr King however, being based in a seven-figure code—two for product group, four for product and one check digit. The items coded are those on the Vestric PLOF, extended by requests from system users.

The code, although originally based on Vestric's PLOF, is being used only as an interface and could equally be any other wholesaler's—and Mr King is convinced that the retail pharmacy needs a fully-numeric code (such as *C&D*'s) rather than the alpha-numeric used in the full Vestric system. This "interface" principle is important because, as Mr King says: "I don't want to fall out with my wholesalers, but I don't want to be dictated to either."

He believes that point-of-sale systems will help the independent pharmacist survive the inevitable reduction in wholesaler service which is resulting from

Concluded on p930

by a barrister

## Moving premises and redundancy

If you move your business premises, you could be liable for redundancy payments to staff—even if the distance you have moved is relatively short.

If you close down your premises at one location then technically any employees working in those premises are redundant. If they have worked for you for two years or more and are otherwise qualified, they will be entitled to a redundancy payment.

You can avoid this by offering them employment at the new premises at no less favourable terms and conditions—although the offer setting out the terms has to be in writing. If the employee refused the offer on the grounds that she *unless* the refusal is reasonable. The law has decided that whether or not an offer is reasonably refused must be looked at from the point of view of the employee and not the employer and the personal circumstances of the employee can be taken into account. For example, a small group of retailers closed down one of its shops. They offered the manageress a post on similar terms at a shop only two and a half miles away, but she refused the offer on the ground that she had an invalid mother and had to give her mother attention during the lunch break at her home just around the corner from the shop that was closing. At the new shop she would be unable to do this. It was held by an Industrial Tribunal that her refusal was reasonable in the light of the personal circumstances—if her original contract of employment had stated specifically that she was liable to move to any of the shops in the group then there would have been no case for payment. It would therefore seem that the only certain protection for a business that might move premises would be for a clause to be inserted in the terms of employment that a person is liable to be moved within certain distances of the premises at which they are first employed.

## Terms of trading

The first cases under the Unfair Contract Terms Act are now beginning to trickle through to the courts.

To understand what the Act says, it must be stressed that contracts in business can be both oral or written and normally whether in written or oral form they are binding on the parties. In the past, a business could exclude its liability for certain happenings by issuing a customer written terms by which the customer was bound—a business could supply an article or product and say that it was not responsible for any death or injury that the product might cause. This can no longer be the case. Moreover where a business tries to exclude its liability for other matters—it might say

that it is not responsible for the safe-keeping of goods for repair, or not responsible for the negligence of its employees or that it will not give money back if goods prove faulty—then these clauses will only be valid if they are reasonable.

What is or what is not “reasonable” will depend on the circumstances of each case and in the end only the courts will be able to decide. In taking their decision, however, the courts will have to take into account the relationship between the parties. For example, a near monopoly supplier of goods which forces a small business to accept terms which exclude liability for any breach of contract might be held to be unreasonable. However, where two business firms enter into a contract on the basis of each others standard printed terms of trade then any exclusions will normally be quite valid under the terms of the Act.

Finally, all goods supplied are deemed to be fit for the purpose for which they are sold and therefore notices or written forms which state “No money refunded” will usually be of no avail.

## Period of notice

By law there are certain minimum periods of notice that an employer must give to an employee to terminate employment (and similarly a minimum period which the employee must give the employer) but there is nothing to prevent an employer and employee agreeing to longer periods. This should be done by a statement in writing in the employee's written terms of employment.

If the employee walks out without serving his term of notice, then technically speaking, the employee is in breach of his contract and the employer can sue him for any loss suffered as a result. However, especially in the case of a small employer, it is extremely difficult to quantify this loss in cash terms, there is usually very little financial loss and it is not worthwhile setting the legal processes going and most employers make the best of a bad job.

An employer can, of course, give an employee pay in lieu of notice and this is quite legal. In the case of a worker who is under notice and takes sick leave, the employer is still legally obliged to pay the employee even if he or she is not working. The normal pay (but not overtime) would have to be paid. In the case of a redundancy the employer is under an obligation to allow the employee time off to find other employment.

The minimum periods of notice to be given are as follows: Irrespective of length of service an employee must give a minimum of one week's notice to the employer. The employer must give one week's notice to an employee who has worked for him for a period of four weeks to two years. From two years service to 12 years service the period is one week for every year of service. For over 12 years service, 12 weeks notice must be given.



Code entry usually takes no longer than it takes the customer to find the money for purchases

## A computer behind the counter

*Concluded from p929*

discounting on “ethicals”. For example, the computer can allow the retailer to submit OTC orders on a weekly basis for delivery at the wholesaler's convenience, allowing them more cost-effective operation without the current peaks and troughs in demand.

Already Mr King has been able to reduce stocks of agency lines. He closed one account when he first saw his sales analysis and has decided that one of his two bottom-end cosmetics ranges “must go” because of the total stock investment in relation to sales.

The separate agency codes have also been scrapped because experience has shown that the breakdown is no longer necessary—and the cost of bureau processing therefore not worthwhile.

Mr King is clearly a computer enthusiast and has had the tenacity to make a system not only work but to work for him and his business and staff rather than the computer supplier. But he is also realistic and his final words on the subject were: “Computers are like fire—an excellent servant but a terrible master. We must always try to ensure that we are in control.”

□ Mr King has asked us to pay tribute to the co-operation his staff have given in setting up and maintaining the system. He adds: “There were certainly times when they wondered what on earth they were doing, but persisted none the less!”

# Your customers may approve, but how about their Doctors?

You'd be right not to approve of any pregnancy test unless it had been fully approved by Doctors' tests.

Predictor has been tested and approved.\*

Predictor is the pregnancy test a woman can use in the privacy of her own home.

It works on the same basic principle as any other urine test, and has the same accuracy figure of 98%.

As for the approval of women, the facts speak for themselves.

Since it first went on sale, demand for Predictor has increased steadily. And heavy advertising in women's magazines will ensure that demand continues.

Predictor is only available through chemists, so your customers will be coming to you not only asking for Predictor, but

also asking you all about it.

If you would like further information, please contact your Chefaro representative.



## Predictor.

Approved by Doctors. Approved by women.

Chefar Proprietaries Ltd., Crown House, London Road, Morden, Surrey SM4 5DZ.

\*BMJ 13th January 1973.

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I am an independent retail pharmacist and would welcome more information about UniChem.

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Our new Manicure Scissors  
are ready, and when your  
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Precision ground fine steel cutting  
edges for flawless grooming.



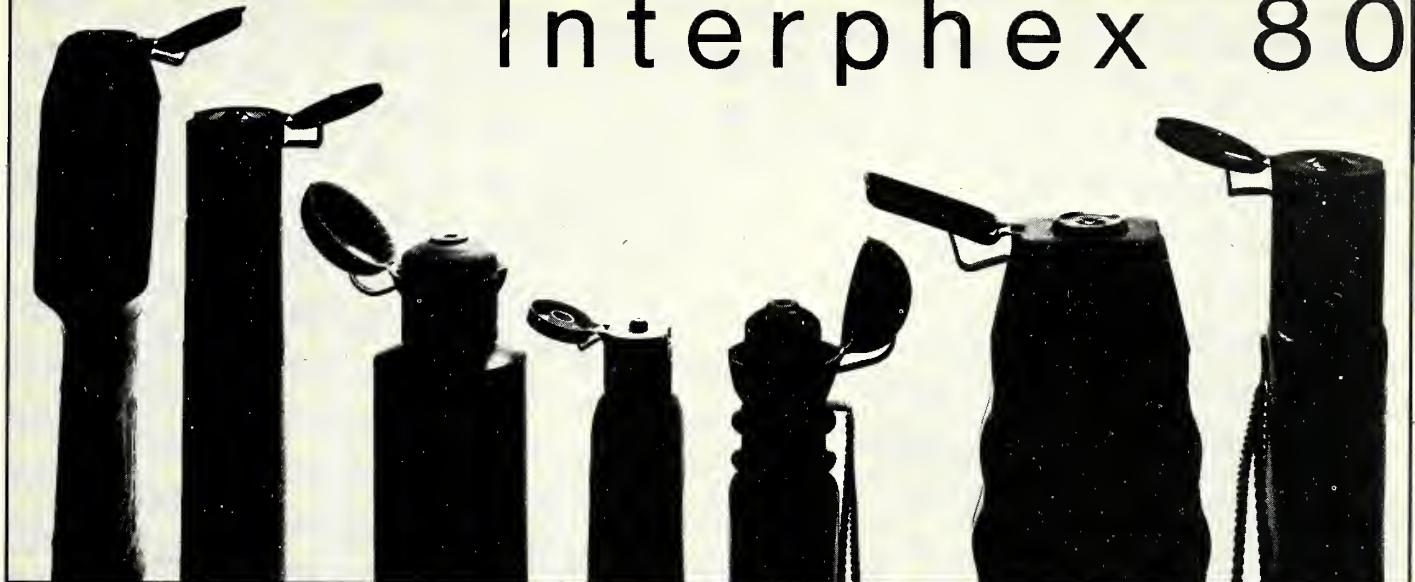
With a choice of curved  
or straight blades to suit  
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in lipstick red or classic blue,  
to appeal to everyone.

In their space saving  
merchandiser, our new little  
nail scissors mean business.

**We make all kinds of  
scissors for all kinds of jobs.**

**WILKINSON**  
**SWORD**





## World-topper show for pharmaceuticals

Interphex 80 is expected to be the largest, most comprehensive event ever staged in the world for manufacturers of pharmaceuticals, toiletries and cosmetics.

Over 400 companies from 20 countries are taking part in the exhibition, to be held at the Metropole Centre, Brighton, June 10-13. The display area has been increased by nearly a third more than Interphex 78; this year 15,000 are expected.

Running concurrently is the Interphex conference with over 50 speakers. The following is an outline programme:

**June 10** — 9.30 a.m. Official opening by the Rt Hon Patrick Jenkin, MP, Secretary for Social Services. 10 a.m. "Major influences on the industries today" covering "ethicals", proprietaries and cosmetics. 2.30 pm "Legislation" covering existing and proposed EEC and FDA legislation.

**June 11** — 10 a.m. Full day's session on "Microprocessor technology in hospital pharmacy" organised by the Guild of Hospital Pharmacists. 6.30 pm Travener Fellowship Award Lecture and reception. Also—10 am "Documentation, information storage and retrieval". 2.30 pm "Developments in pharmaceutical processing."

**June 12** — 10 a.m. "The design of premises for pharmaceutical production" running concurrently with "Cosmetics: toxicological analysis and assessment." 2.30 pm "Original pack dispensing" running concurrently with "Cosmetics: new thoughts on traditional ideas."

**June 13** — 10 a.m. "The application of microprocessors in the pharmaceutical industry."

Further details from BPS Exhibitions Ltd, 18 Marine Parade, Brighton, Sussex BN2 1TL.

Several custom-moulded developments in the Jaysnap range will be unveiled by Johnsen & Jorgensen (Plastics) Ltd at Interphex this year. Some of the wide variety of shapes now possible are illustrated

up to 250 prints per minute. With interchangeable tape magazine, the unit incorporates a nip roller drive system for accuracy and maximum tape economy. Also on display will be the Allen label coder, designed for off-line code overprinting of roll-fed labels, and the Allen carton coder, which will code cartons at speeds up to 80 per minute. *37 Ox Lane, Harpenden, Herts AL5 4HF.*

**Altro Ltd** will be showing a range of vinyl industrial floor finishes that they claim are suitable for the most demanding situations. Sheet vinyls, laid with hot welded, seamless edges can be "tanked" to continue up the wall, so providing a "spill proof" area this is impervious to most chemicals. Integral particles within the material's surface enhance slip resistance, even in very wet conditions, and the PVC material is said to withstand constant use by heavy wheeled traffic. *10 Caxton Hill, Hertford, Herts SG13 7NB.*

**Camlab** exhibits will include a range of Hach pollution control equipment for on-line measurement and control, and the Wedeco ultraviolet water purifier. *Nuffield Road, Cambridge CB4 1TH.*

**Balston Ltd** are launching a range of long-life filter elements for liquid filtration. They will incorporate integral pre-filtration layers with B7 strengthening for safe handling. Moulded end caps reliable sealing will be colour coded for ease of identification. These new elements offer filtration from 25 micron down to 0.3 micron efficiency. *Springfield Mill, Maidstone ME14 7LE.*

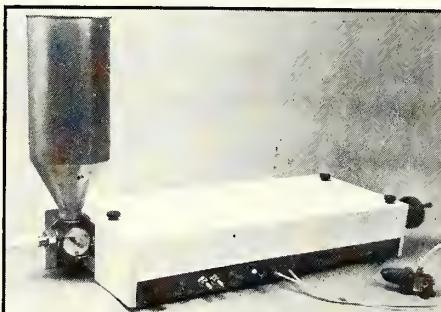
**Beatson, Clark & Co Ltd** are showing a range of narrow and wide mouth glass containers, in white flint and am-

## PREVIEW OF EXHIBITS

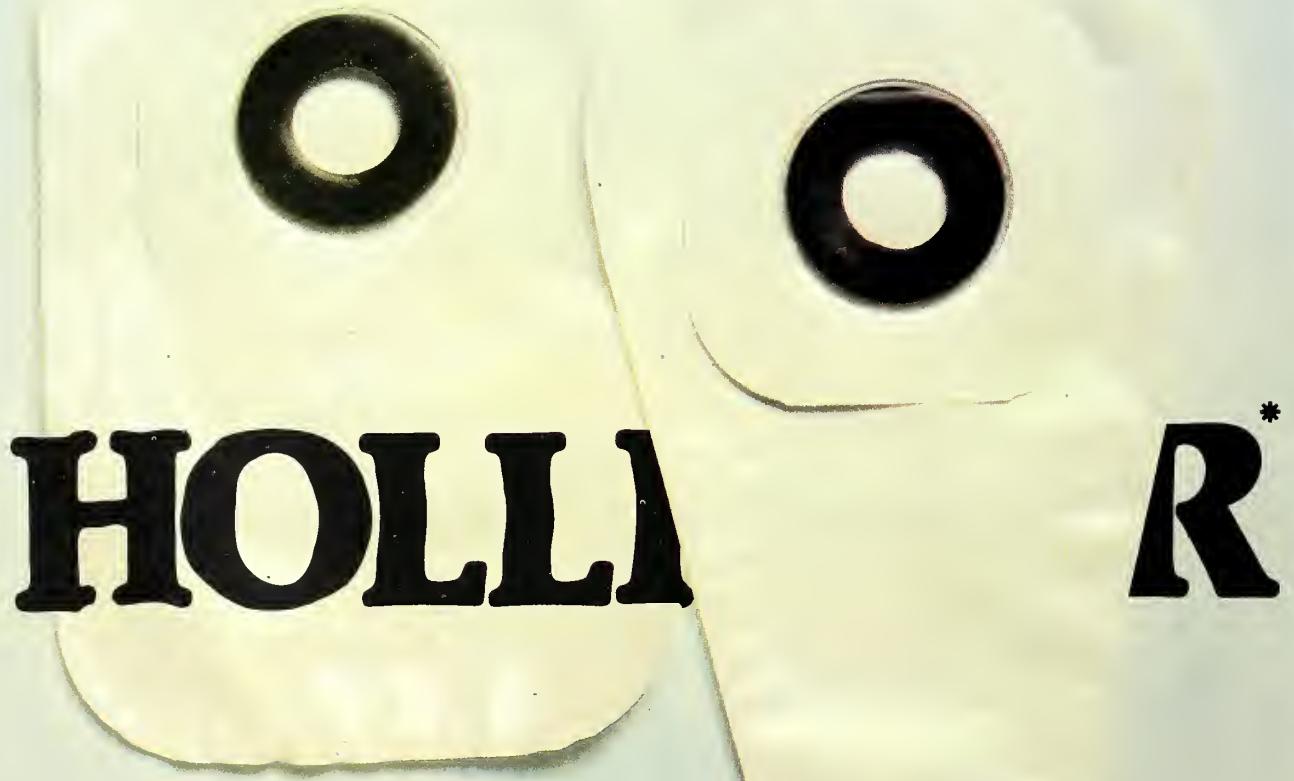
The following are among the manufacturers taking part in the exhibition: **Adelphi Manufacturing Co Ltd** will be showing for the first time their new Mark III flameproof Centrair filling machine, which has been designed to give flexibility in range of products and volumes filled. Volumes can be handled with an accuracy of within 1 per cent by volume in a range from 1 ml-1000 ml using a selection of six interchangeable pumps. A variety of nozzles are available to fill into collapsible tubes, jars, bottles, sachets and tins. The Centrair has an output of up to 30 per minute. *20 Dun-can Terrace, London N1 8BZ.*

handle a maximum tape width of 50 mm" also has a maximum indexing length of 50 mm. The unit can operate at speeds

The mark III flameproof Centrair filling machine. Nozzles are available to fill into collapsible tubes, jars, bottles, sachets and tins



**Allen Coding Machines** are launching the Allen HFC 50/50 hot foil coding unit. This large area printer "which will



# HOLLISTER\*

**You'll never see  
through Hollister's  
latest development!**

Hollister are introducing a new range of ostomy bags and we know your patients are going to prefer them.

They are every bit as strong, odour-proof and reliable as before. In fact, there's only one thing that's different.

You can't see through them.

Research has shown that opaque material is one of the features ostomists prefer. That's why we're so confident that our new opaque bags will quickly become first choice with your stoma patients.

Phone or write for full ordering information about the new bags - closed and drainable. We also want to tell you about an improvement we've made to the Hollister flatus filter which makes it more effective than ever.

HO417

The Team That Cares



Abbott Laboratories Ltd., Queenborough, Kent, ME11 5EL



ber glass. 23 Moorgate Road, Rotherham, South Yorks.

**Becton Dickinson UK Ltd** are featuring the Hypack range, including the recently introduced SCF system in which syringes are supplied sterile and ready for immediate filling. *York House, Empire Way, Wembley, Middlesex.*

**Robert Bosch Packaging Machinery (UK) Ltd** will show the new Strunk VSR C 01 combination filling, plugging and capping machine. The machine can be supplied as a single point capping machine or a twin capping machine for combination caps. A filling station may also be fitted so that the machine will fill, plug with a sprinkler or dropper neck and finally screw cap all in one pass round the machine turret. Where very small containers are required, the VSR C 01 can be supplied in twin operation to double output. Dosing pumps, in glass or stainless steel, are available in sizes of up to 12ml, 30ml, 80ml and 100ml, with special small pumps to order. *Invincible Road, Farnborough, Hants GU14 7QU.*

**CI Electronics Ltd** new products are an automatic liquid sampler, a microprocessor-controlled system designed for dissolution testing, and the CI analyser a microprocessor-controlled printer. The liquid sampler contains 10 switch-selectable programmes to sample from six vessels three to five times at precise intervals in total periods of 30 minutes to 4 hours and can be adapted to perform other automatic liquid sampling functions. The CI analyser can be attached to any Sartorius balance for computerised check-weighing. It will store details of up to nine fixed products and one variable and records the date, time, product name, batch number, target weight and weights found. It will then calculate the sample mean, production mean, number outside limits, COV, and drift from mean. It will also print "sample passed" or "sample failed" and accumulated weights are printed out as a histogram for each product. *Brunel Road, Churchfields, Salisbury, Wilts.*

**Copley Instruments** will be exhibiting the new tablet hardness tester type TBH 28 manufactured by Erweka Apparatebau GmbH, West Germany.

Working on the load cell principle, the TBH features digital display of the breaking strength through the range 0-300 newtons, an automatic magazine for quantities up to 10 tablets and a print-out unit to provide a physical record of the test results attained. Copley Instruments have signed an exclusive agency agreement for Hanson Research products in the UK. As a result, it is hoped to demonstrate the dissograph system, an automated system for dissolution testing linking conventional dissolution testers to spectrophotometric and

other analytical techniques. Other new products are the Flodex test instrument for testing flowability of powders, the capsule dedusting and polishing machine type KEA and the cap screwing machine type TS 1000. *Private Road No 7, Colwick Industrial Estate, Nottingham.*

**Cope Allman Plastics Ltd** and **Edward Websters Ltd** are exhibiting Snap-safe child-resistant containers, Coplastic tablet bottles and vials with closures, Cop-harm polypropylene tablet bottles, a range of stock polystyrenes and polypropylene jars and closures, stock injection blow-moulded toiletry bottles and custom moulded bottles. *Fitzherbert Road, Farlington, Portsmouth.*

**Cornwell Products Ltd** say their principals—Driam Metallprodukt GmbH of Germany—will show laboratory scale process equipment for film-coating tablets, etc, with aqueous solutions or solvent dispersions. Driam have three large Driacoater production units on the market for 60 kg, 120 kg and 280 kg batches, and will be demonstrating their laboratory unit, Driacoater 500, for batches of maximum 6 kg. After Interphex, customers who wish to carry out trials with their products and coating materials on this unit will be able to do so in the Colorcon customer service laboratory, Orpington, who are supplying the tablets and aqueous coatings for the demonstrations. *57 Mortimer Street, London WIN 8QN.*

**Countdown Clean Systems** are showing their Countdown range of clothing designed for wear in clean areas, available either for purchase or hire. The new Tekpak tool—and implement-carrying sleeveless jackets, for use in laboratories and clean rooms, are designed for those who require a large number of implements to hand during their working day. Non-shedding, it is made from a polyester twill. *Greenhill Industrial Estate, Riddings, Derby DE55 4DA.*



The new Dent & Hellyer Labclave 005 laboratory autoclave. The larger Labclave 007 has a vertical sliding door

powders or granules. **Custom Packaging Machinery Ltd**, Redkirk Close, Horsham, Sussex.

**Dent & Hellyer Ltd** are showing a new laboratory autoclave and a simulated medium size ethylene oxide steriliser. The autoclave is offered in two sizes—Labclave 005 and Labclave 007—and has a rectangular chamber with a volume of 0.191m<sup>3</sup> or 0.396m<sup>3</sup>. There are five preset and reselected temperature cycles, plus manual control. The Dentethox ethylene oxide gas steriliser, available in a range of sizes, has an automatic slide-lock door, automatic gas supply change-



This tablet hardness tester TBH28 from Erweka Aparatebau GmbH, West Germany, will be shown by Copley Instruments

over, and full control of humidity, sterilising and aeration exposure times. *Andover, Hants SP10 5AA.*

**Custom Pharmaceuticals Ltd** and **Custom Packaging Ltd** will be offering their comprehensive range of contract services. **Custom Packaging Machinery Ltd** will be displaying their CB-T II fully automatic sachet filling machine equipped with a rotary-volumetric micro feed for the dosing of small fill quantities of

Doboy Ltd are showing for the first time the Doboy hospital sealer which hermetically seals laminated pouches, giving a serrated, patterned crimp seal for easy identification. The sealer operates on a continuous rotary principle, with stainless steel bands carrying the bag top through pre-heater bars and crimp rollers.

# Snap Secure\*

## Tamper Evident Packaging from Wragby Plastics

Manufactured in polypropylene with a polyethylene moulded lid, snap secure is a new tamper-evident drug packaging container from Wragby Plastics. Particularly suited to the pharmaceutical industry it is being launched in six popular sizes from approximately 20ml to 590ml with further options promised in the near future.

Fully tested to BS.1679/4. Food and drug act approved and meets EEC directive.

Incorporating a 'snapped' tight cap the integral tear off strip provides an immediate visual check on any attempt to open the container and ensures security in transit.

Ideal for drugs, pills, pastes and powders the cap functions as a normal snap closure once the tear strip has been removed.

**Want to know more?  
Then see us on  
Stand E16  
at Interphex '80.**

**Wragby Plastics Limited**  
Wragby Plastics Ltd.,  
Wragby, Lincoln.  
Tel: Wragby (06734)603.

Wragby Plastics Limited reserve the right to alter specification without notice.

**Snop Secure**

Wragby Plastics Ltd

It is clad in stainless steel and is bench mounted. Also on show will be the Doboy Minifill, a small, bench mounted, volumetric filler, produced with options on cylinder size to suit particular applications, for a filling range of about 100ml to 600ml at a speed of 25 containers per minute. *Sunderland Road, Middlefield Industrial Estate, Sandy, Beds.*

**Elton Sales Ltd** will be demonstrating their Unit Pak unit dose packaging machine and Fluidose which packs injectable liquids into sterile disposable glass, plastic or other syringes or containers. The Unit Pak machine functions with most heat sealable, flexible materials, producing strip packs of individual doses at speeds of between 30 or 40 a minute. Each sachet is printed with the name of the drug, its strength, batch number and expiry date. The Fluidose is foot switch operated and will fill up to 600 syringes an hour. *Elton House, 40 Mark Road, Hemel Hempstead, Herts.*

**T. K. Fielder Ltd** have recently added the PMA400/2G to their range of mixer granulators. Also on show will be the PMA65/2G, a unit designed specifically for the development laboratory. Both machines incorporate two new features—a built-in wash down facility to flush automatically the drive shaft sealing areas with cleaning water followed by drying and a process validation that ensures each batch is processed only according to standard conditions, a permanent record of each batch as proof. *Mayflower Close, Eastleigh, Hants.*

**Flexible Ltd** will demonstrate the filling and sealing of metal, plastic and laminate tubes. The KX14 machine with induction sealing head for laminate tubes, and the KX14 with metal tube sealing head plus cartonning capable of running at up to 80 tubes per minute will be shown for the first time in the UK. *Bessemer Drive, Stevenage, Herts.*

**F. P. Packaging Machinery Ltd** are displaying what they believe is the smallest automatic cartoning machine available. The Minipachina, built by Tonazzi of Milan, measures only 1,350 mm by 960 mm, but is capable of automatic operation linked to a tube filler or bottle filling line, or it can be hand-fed. Optional equipment includes the automatic feeding of pre-folded or unfolded leaflets, coding devices (by embossing or by ink), carton counting device and automatic loading and counting unit for blister packs. Scroll feeders are also available for loading glass or plastic containers. *Walnut Tree Close, Guildford, Surrey.*

**Gelman Sciences** are introducing Versaflo, a new, sequential, "bio-safe", non-fibre releasing prefilter cartridge, designed to extend the life of 0.2 or 0.45 micron final filters; Acrovent tank vent

filter, a cartridge filter incorporating a double layer of 0.2 micron rated pleated Teflon membrane; Acro 50, a disposable in-line 0.2 micron PTFE membrane filter for air/gas sterilisation, solvent filtration or venting applications—it provides twice the filter area of the standard 47 mm disc and is autoclavable and re-usable three times. The 1980-81 "Microfiltration catalogue and systems design guide" will also be available. *Gelman Hawksley Ltd, 10 Harrowden Road, Brackmills, Northampton NN4 0EB.*

**Harland Group** are exhibiting new label printing technology and labelling machines including the Simplex Lorraine with a security control unit which includes overprint, bar code and missing label detection. *Land of Green Ginger House, Anlaby, Hull HU10 6RN.*

**I. Holland Ltd** will be exhibiting the Korsch Pharmapress 300 rotary tablet machine, a newly acquired agency. The machine can produce 260,000 tablets per hour. Their range of tablet presses features automatic control through the Pharmakontroll unit, a computer control system. *Meadow Lane, Long Eaton, Nottingham NG10 2GD.*

**I.T.T. Fluid Handling Ltd** are exhibiting a wide range of Jabsco self-priming pumps constructed in epoxy plastic, stainless steel, cast iron and bronze, and claimed to be able to handle liquids containing solids and abrasive materials for long periods without losing their suction. *Belcon Industrial Estate, Bingley Road, Hoddesdon, Herts. EN11 0BU.*

**Johnsen & Jorgensen (Plastics) Ltd** are unveiling a number of custom-moulded developments in the Jaysnap range. The following dimensions are added to their standard range—the 20/41.0, 20/41.5, 24/41.0, 24/41.5 and 28/41.0. *Parkside House, Grinstead Road, London SE8 5AB.*

**Ben Langen (UK) Ltd** will be exhibiting the Universal Mark III and Bag-o-matic form, fill and seal machines, also the Tippers range of clippers which apply air and watertight metal clip fastenings to bags and tubes. *Moneyrow Green, Holypot, Maidenhead, Berks.*

**Markem Systems Ltd** will be introducing Scanmark random in-put printers, designed to produce labels which can be read by automatic or hand-held scanners. Suitable for printing most linear bar codes, OCR A & B or standard type face, Scanmark can be interfaced with a computer, magnetic tape recorder or information can be entered through a keyboard. Information can then be changed at random for short or long runs. The product marking division will be showing the 165B Mk 11 ampoule

printer, which can print directly onto ampoules, vials and similar cylindrical objects. Its newly designed feed escape-unit is said to be ideal for fast set up and quick changeover from one size product to another. The unit can also accommodate an automatic feeder and take away conveyor. New also to Interphex will be the 2101 short run ink printer for applying product information to flat, curved or irregular surfaces. *Ladywell Trading Estate, Eccles New Road, Salford M5 2DA.*

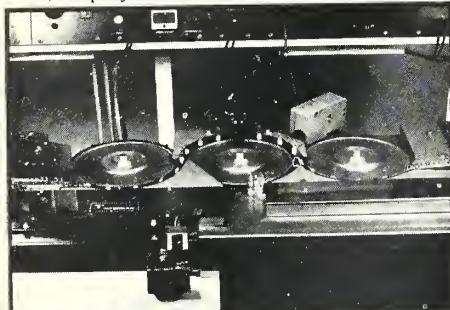
**Mason & Morton (Engineering) Ltd** will be exhibiting equipment manufactured by their European principals including the Fryma coolmix, the Fryma VME—a vacuum processing unit combining colloid mill, dissolver disc, scraper/stirrer and vacuum de-aeration in one machine—and the Fryma colloid mill MZ. The new series HR 225 FA Mascalini thermocompressor super still in stainless steel is said to give an even higher quality distilled water than before. Discharge temperature is about 25°C as standard but can be supplied to adjust to anything up to 80°C-90°C on request. Like the previous FA units cooling water is not required, therefore maximum water conversion and minimum energy consumption and water losses are ensured. Periodic sterilisation of the plant can be carried out by its own steam. Also on show will be the Pharmastill MS 204, multistage distillation plant producing high purity water at reduced power consumption, and the conventional still, M30E. *M & M House, Frogmore Road, Hemel Hempstead, Herts HP3 9RW.*

**Metal Box Ltd** will be showing a one-litre container approved to IATA specifications, containers for talcum powder with welded side seams to give increased manufacturing flexibility, a new cylindrical pack for talcum powder with a full aperture closure, the Textor surface finish on toiletry and other packs, a new generation of aluminium extrusions for pharmaceuticals fitted with snap fit tamper evident plastic closures and a new range of aluminium bottles designed for use with men's toiletries. *Queen's House, Forbury Road, Reading.*

**Metal Closures Group Ltd** will show a wide range of packaging products for use in the pharmaceutical, toiletry and cosmetic industries. A speciality of Metal Closures Mouldings Ltd is the metallising of plastic closures for "up-market" cosmetics and toilet preparations. *P.O. Box 32, Bromford Lane, West Bromwich, West Midlands B70 7HY.*

**Newman Labelling Machines Ltd** are to feature three new models—the Model 3VL wet gum labelling machine, the Facilette Model 3VA ampoule and vial labeller, and a semi-automatic self-adhesive labelling machine. The 3VL is designed

to apply pre-cut, ungummed labels to cylindrical containers. The machine displayed at Interphex will include coding equipment to print additional material such as prices, tax payable, batch numbers, expiry dates or other information.



Ampoules pass through highly-sophisticated electronic inspection and rejection units on the Facilette Model 3VA high-speed labelling machine developed by Newman Labelling Machines Ltd

The 3VA incorporates electronic coding, inspection and rejection units and can handle ampoules from and into trays, entirely in an upright position. *Queens Road, Barnet, Herts.*

**Open Date Equipment Ltd** are showing the latest hot foil printer to be added to the range, the M50000. *Point Pleasant Works, Point Pleasant, Putney Bridge Road, London SW18 1TU.*

**Pall Process Filtration Ltd** will show filter assemblies suitable for use in the manufacture of antibiotics, enzymes, vitamins, synthetic proteins, parenterals and other products requiring a wide range of filtration systems. New products include filter discs and cartridges manufactured from Ultipor N66 nylon membrane medium down to 0.1µm absolute and a range of high dirt capacity cartridges featuring new HDC filter media. *Walton Road, Portsmouth, Hants PO6 1TD.*

**P. P. Payne Ltd** are introducing the Ministar, a new mini-style automatic strapping machine, with small-size arch, for applying 6 mm wide non-metallic material to a variety of pack sizes. Aimed at firms handling volume throughputs of small size packs, the new machine applies up to 15 Autostraps a minute to packs from 50 mm wide by 10 mm high to 390 mm by 190 mm. Cost savings through the use of narrow width polypropylene material with high breaking strengths and easy mobility are said to be among its main advantages. Other "cost saving" pack security equipment includes an updated version of the Tri-star automatic strapping machine (model 210). *Norcros Group, Haydn Road, Nottingham.*

**Precision Packaging Machinery (Yorks) Ltd** are introducing a new development in the identification of on-machine overprinted information. Another first will be a new cassette loading hot foil over-printer with added heat insulation, able to print up to four lines of 6 point type

in any direction and able to take reels of foil twice the normal length. Both labelling machines will be finished in stainless steel and fitted with such extras as container centralisers, counters, missing label detection and bar code readers. *Harwich, Essex CO12 4LP.*

**Rose Forgrave Ltd** say that for Interphex their new vertical pouch packer will be equipped with the RF213 Vertiflow "an auger feed" and will be filling, forming and sealing bags with a pharmaceutical powder. The large bag size enables up to 1 kg of product to be packaged and the speed of the machine can be as high as 90 bags a minute. Other packaging machines will be shown handling bandages, tablets, sprays, tubes and soaps. *Seacroft, Leeds LS14 2AN.*

**William Sessions Ltd** will show a "new improved" version of the RC10 ampoule vial small tube labeller, the "improved" Compacta for the economical side labelling of small round bottles, a machine to apply labels to the cap of lipstick and similar tube-shaped containers, an air-operated labeller for use in hazardous locations and a labeller for automatic application of neck labels to shaped aerosol perfume bottles. *The Ebor Press, York YO3 9HS.*

**Russell Finex Group** will be exhibiting the pharmaceutical version of their Finex 22 sieve and a 12in diameter Demi-finex sieve used as a pilot-plant or small scale production sieve. *Russell House, 9 Orange Street, London WC2H 7EQ.*

**Solent Engineering Services** say their principals "Courtooy of Belgium" will be exhibiting their latest rotary tabletting press R100. Standard models 24, 30 or 36 stations give a maximum production of 265,680 tablets per hour and maximum diameter of tablets up to 25.4 mm. The press can be fitted with Omni control for the automatic weight correction and rejection of faulty tablets. *Solent House, Dunkirk Lane, Abbotts Ann, Andover, Hants SP11 7BB.*

**Swissvac (GB) Ltd** will be exhibiting two models from their extensive range of packaging machinery—the Mecapac 150 blister packing machine and the Swissvac minor vertical, a vacuum or gas flushing machine that will operate with powdered or granular products. *Unit A, Marish Wharf, St Mary's Road, Langley, Berks SL3 6DA.*

**Chas F. Thackray Ltd** will be displaying descriptive literature, photographs and details about their range of fully automatic autoclaves. A new model, the Shrewsbury, has four sterilising cycles with variable time and temperature. An additional facility can be included to sterilise laboratory waste and discard material by direct steam. *PO Box 171, Park Street, Leeds LS1 1RQ.*

**UG Closures & Plastics** will be showing their newly extended range of polypropylene wadless closures for the first time. *Astronaut House, Hounslow Road, Feltham, Middlesex.*

**Universal Filling Machine Co** have developed a new range of Easifill semi-automatic vacuum operated bottle filling machines for liquids and semi-liquids to be filled into glass, tin or semi-rigid plastic containers. All machines have laterally adjustable filling heads that are spring loaded to reduce operator fatigue. This feature also increases operator speed when filling small containers such as nail lacquer bottles, but allows the machine to be used for larger bottles. *Bromley Green Road, Upper Ruckinge, Ashford, Kent TN26 2EF.*

**Thomas Waide & Sons Ltd** are bringing out of retirement, specially for Interphex, the first machine bought by the Company's founder in 1878. The machine, a Columbian hand press, will be producing prints from hand cut wood blocks fashioned about the same era. At the same time, the IGT printability tester used in their laboratory will be in operation illustrating how it is used for colour matching. The company will also be displaying up to eight families of cartons, each family comprising cartons produced for one customer. *6 Kirkstall Hill (PO Box 140), Leeds LS1 1QE.*



An 1878 Columbian hand press, to be shown by Thomas Waide & Sons Ltd, will be producing prints from hand-cut wood blocks

**Wasdell Packaging Ltd** will be exhibiting a fully automatic Monoblock rotary filling and capping machine with speeds of up to 400 per minute. A semi-automatic ampoule/vial inspection machine with output potential about 14,000 per hour when handling a 1ml ampoule, a fully automatic strip packing machine able to produce 7,800 tablets an hour, and a fully automatic carton coding machine. The company also offers contract pack-

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| PRODUCT                                  | SIZE        | COST         | M.R.P.         | R.S.P.      | PROFIT ON RETURN |
|--|-------------|--------------|----------------|-------------|------------------|
| Haze Air Freshener                       | 12 x 250ml  | <b>£3.44</b> | <del>58p</del> | <b>42p</b>  | <b>21.5%</b>     |
| Floret Fly Killer (1/3 extra)            | 12 x 180g   | <b>£3.66</b> | <del>65p</del> | <b>45p</b>  | <b>22%</b>       |
| Elastoplast Airstrip/Fabric              | 12 x handy  | <b>£2.24</b> | <del>39p</del> | <b>27p</b>  | <b>20.4%</b>     |
| Elastoplast Airstrip/Fabric              | 12 x large  | <b>£3.49</b> | <del>61p</del> | <b>42p</b>  | <b>20.3%</b>     |
| Imperial Leather Soap<br>(Special Price) | 12 x bath   | <b>£1.68</b> |                | <b>19½p</b> | <b>17.4%</b>     |
| Comfort (Price marked 49p)               | 12 x family | <b>£4.30</b> |                | <b>49p</b>  | <b>15.9%</b>     |
| Head & Shoulders Shampoo                 | 12 x 150g   | <b>£5.73</b> |                | <b>69p</b>  | <b>20.4%</b>     |
| Head & Shoulders Shampoo                 | 12 x 100g   | <b>£4.27</b> |                | <b>51p</b>  | <b>19.7%</b>     |
| Signal Toothpaste                        | 12 x large  | <b>£2.59</b> |                | <b>31p</b>  | <b>19.9%</b>     |
| Wet Ones                                 | 6 x 35's    | <b>£2.74</b> | <del>79p</del> | <b>66p</b>  | <b>20.4%</b>     |

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ALL OUR OFFERS ARE SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE

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Tel: Colchester (0206)  
71281

EASTLIGH  
Tel: Southampton (0703)  
610816/7/8/9

LOWESTOFT  
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65168

NORWICH  
Tel: Norwich (0603)  
49029

PLYMOUTH  
Tel: Plymouth (0752)  
708111/2/3

READING  
Tel: Reading (0734)  
585739

STAINES  
Tel: Staines (81)  
52515

AVONMOUTH  
Tel: Avonmouth (0272)  
825551

CHATHAM  
Tel: Medway (0634)  
41621

COWES  
Tel: Cowes (0983)  
296511

HANWELL  
Tel: 01-579 5297/8

LUTON  
Tel: Luton (0582)  
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NOTTINGHAM  
Tel: Nottingham (0602)  
869678/9

PORTSMOUTH  
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63563

SIDCUP  
Tel: 01-302 6237

WALTHAM ABBEY  
Tel: Lee Valley (9)  
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BARNHAM  
Tel: Yapton (0243)  
552828

CHRISTCHURCH  
Tel: Christchurch (0202)  
482071

DAGENHAM  
Tel: 01-592 7839  
593 3501

IPSWICH  
Tel: Ipswich (0473)  
59059

NORTHAMPTON  
Tel: Northampton (0604)  
53012

PETERBOROUGH  
Tel: Peterborough (0733)  
231941

RAYNES PARK  
Tel: 01-946 9111

SOUTHEND  
Tel: Southend (0702)  
526341/2

WATFORD  
Tel: Watford (92)  
43903

We do not compete with our customers –  
we neither own nor control any retail shops.

We neither wish nor intend to serve members of the general public.

## Growing market

I would like to comment on Xrayser's Topical Reflection "Wash out your mouth" (May 10), in which he refers to the state of the mouthwash market.

His lukewarm attitude towards the future for this product category has a parallel to the one expressed 20 years ago about the underarm deodorant market—and look what has happened there. The last two decades have witnessed a tremendous growth in personal hygiene consciousness.

Both Listerine, and more noticeably Listermint, have been able to develop what is a new product category and hence new business to the chemist trade, not just brand-switching within an already established category. Surely this is an opportunity for which the trade should be looking!

Contrary to Xrayser's comment that Listermint sales have "slowed down", our evidence is that the brand is going from strength to strength.

**J. E. Taylor**  
Marketing manager  
Halls Hudnut

## Cabinet status

After 21 years of consistently efficient service as branch secretary, Bill Patterson decided that retirement from this office was the only action appropriate to the "coming of age" linked with 21 years. With commendable masculine courtesy he granted his secretarial seat to a lady, Mrs Sheila Shipstone. At the branch annual meeting he was presented with a period corner wall cabinet as an indication of branch members appreciation.

## INTERPHEX 80 PREVIEW—Concluded

aging facilities. *Upper Mills Estate, Bristol Road, Stonehouse, Gloucestershire GL10 2AT.*

**Wragby Plastics Ltd** are launching Snap Secure, a new range of tamper-evident containers, initially available in six popular sizes, from 20ml to 590ml, with further options promised in the near future. Snap Secure comprise a polypropylene, full aperture body and a polyethylene moulded lid which is "snapped" onto the container body to form a sealed, tamper-evident drum. The integral, tear-off strip provides an immediate visual check on any attempt to open the container. Once the security tear strip has been removed the lid functions as a normal, snap-close cap. The containers are offered in grey or white with white lids; special colours are available as are facilities for printing, hot blocking and labelling. *Wragby, Lincs.*

**Avery Label Systems Ltd** are introducing a new wrap-around labeller to their

Cabinet rank is usually an indication of higher status. As Bill himself seems inclined towards regarding the coming of age as being in the elder statesman category, we hope that he will send this mistaken idea of premature dotage to the wall—to a hole in the cabinet in a corner—and replace it with time and energy to enjoy the leisure time he has now acquired. Joking apart, the members of the Sheffield Branch sincerely appreciate the quality of work he has given so generously and hope that the appropriate amount of full enjoyment of other interests, as well as pharmacy, will be his.

**S. Durham**  
Sheffield

## Management numbers

I read with interest the article by Graham Walker (May 17) and look forward to reading further how he "exploits" the beauty business. However, I would like to take him to task over his comment that few pharmacists are full members of the British Institute of Management. I don't know how many there are, and I have never seen published statistics on the matter, but I do know that over the past few years, without seeking them out, I have come across several. As the late Professor Joad may have said: "It all depends on what you mean by a few".

**Roy Henstock BSc, MPS, FBIM**  
Linlithgow

## Late script

This morning I accepted a prescription written on an EC10 form. I checked with the Pricing Bureau and was told that these old (April 1972) forms are acceptable. Is this "aged" form a record?

**W. J. Robinson**  
Ladybridge, Bolton

range of modular machines. The Avery 600AM can handle vials, ampoules and syringes at an output speed of between 60 and 100 per minute. Labels are applied partially or fully wrapped to the cylindrical product in diameter sizes from 10mm to 32mm. *Gardner Road, Maidenhead, Berks SL6 7PU.*

## Free trip to Paris exhibition

Three companies—Precision Packaging Machinery Ltd, Jarvis Porter (Southern) Ltd, and Fasson Ltd are sponsoring a visit for two to the French Packaging Machinery Exhibition, Salon de L'Emballage, Paris in November. The draw for the trip to Paris will be open to all visitors to Precision Packaging's stand no A17. In addition to the main prize, which will be presented after the exhibition, a daily prize of a bottle of whisky will be drawn.

# PRESCRIPTION SPECIALITIES

Continued from p922

**NUELIN SA and SA-250 tablets**  
Manufacturer Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP.

**Description** White, biconvex, round tablets containing anhydrous theophylline in a slow release formulation. Each Nuelin SA tablet contains 175mg and is marked "NLS 175" on one side and "Riker" on the other. Each Nuelin SA-250 tablet contains 250mg and is marked "NLS 250" on one side and "Riker" on the other.

**Indications** Treatment and prophylaxis of bronchospasm

**Dosage** Tablets should be swallowed whole. **Nuelin SA**—For adults, one tablet twice daily, increasing to two tablets twice daily if necessary. Children 6-12 years, one tablet twice daily. **Nuelin SA-250**—For adults, one tablet twice daily, increasing to two tablets twice daily if necessary. Children 6-12 years, half or one tablet twice daily. Not recommended for children under six years.

**Side effects** Those commonly associated with xanthine derivatives such as nausea, gastric irritation, palpitations and insomnia are much diminished when a sustained action preparation is used.

**Packs** 100's. **Nuelin SA**—£4.97, **Nuelin SA-250**—£6.97 (trade).

**Supply restrictions** Pharmacy only  
Issued May 1980

## Triosorbon on FP10

The Advisory Committee on Borderline Substances has approved the prescribing of Triosorbon on FP 10's for the following indications: Short bowel syndrome, intractable malabsorption, pre-operative preparation of patients who are undernourished, treatment for those with proven inflammatory bowel disease, treatment following total gastrectomy and dysphagia. *BDH Pharmaceuticals Ltd, Lenten House, Lenten St, Alton, Hants.*

## Bulk Tenoretic

A 280-tablet pack of Tenoretic (£70.42 trade) is being introduced comprising 14-tablet strips and wallets. *Stuart Pharmaceuticals Ltd, Carr House, Carrs Road, Cheadle, Cheshire SK8 2EG.*

## Allergan additions

Allergan have introduced several new eye care products: Bleph-10 liquifilm ophthalmic solution, for chronic treatment of ocular infections; Epifrin 1 per cent and 2 per cent ophthalmic solution, for chronic simple glaucoma; FML (fluorometholone) Liquifilm sterile ophthalmic suspension; Herplex Liquifilm ophthalmic solution for ocular lesions produced by Herpes simplex virus. Further details will be published next week. *Allergan Ltd, Fennells Lodge, St Peter's Close, Loudwater, High Wycombe HP11 1TJ.*

# NEW FASHION STYLE LASTS TWICE AS LONG, WORKS TWICE AS FAST TO HELP YOU SELL EVEN MORE

New Fashion Style, one of the best-selling home perms is being re-launched. And it's going to make all those 'soft' perms curl up with envy.

New Fashion Style now has a liquid neutraliser which is concentrated for really easy application and, at the same time, conditions hair as it perms – to give even prettier end results.

Also, new Fashion Style not only

works twice as fast as the new 'soft' perms, it actually lasts up to twice as long.

Add bright, distinctive, new packaging, and a special introductory trade bonus, and you've got a great new product that's bound to be a big seller.

So make sure your stocks stay high.

New Fashion Style. In full-head and end-curl sizes.

HALLS HUDNUT, EASTLEIGH, HAMPSHIRE.



## New Fashion Style. The more permanent home-perm

# Branch reps demand greater counter-prescribing range

The Pharmaceutical Society's branch representatives meeting last week urged Council to press for a wider range of medicines for pharmacists to counter-prescribe.

The representatives voted overwhelmingly in favour of a resolution that "the Society should take steps to increase the range of drugs and medicines available to the pharmacist to prescribe, by a limited relaxation of the Prescription Only Medicines List." Plymouth Branch, the proposers, complained that although the Society, the Department of Health and the medical profession wished to encourage counter-prescribing, the pharmacist was left with the "no-man's land" of medicines between the POM List and the General Sale List. They suggested that a list could be worked out by the Society's science department and the Medicines Commission, with a possible limit of three to five days' supply similar to the present emergency list treatments.

## More power and prestige

Mr A. G. Mervyn Madge said that such a move would give more power, prestige and professional responsibility to general practice pharmacists. Secondly, Mr S. Pleece, Somerset, added that higher prescription charges meant that pharmacists were being increasingly called on to counter-prescribe but were severely restricted in their choice of medicines.

However, Mr Miall James, Southend, sounded a note of caution by saying that pharmacists were trained to produce a medicine for a named disease. While he was in favour of counter-prescribing he was loathe to embark on diagnosis. "I have no intention of becoming a barefoot doctor in Canvey Island," he said.

He was supported by Mr Dengar Evans, Gwent, who felt that pharmacists should seek to expand their role as experts on the formulation, interactions, bioavailability, etc, of medicines rather than try to usurp the role of another profession. He warned that if the resolution were carried, pharmacists could be "on the high road to dangerous quackery."

While in favour of the motion's intent, Mr A. Asher, East Metropolitan, believed that pharmacists would have to justify their greater powers by participating in suitable postgraduate education and training. Summing up, Mr Madge pointed out that postgraduate courses were already being held and that the aim was not to encourage pharmacists to diagnose but to extend their advisory role.

A further motion, from Northumbrian Branch, proposed that the Society should devise a way of funding the provision of emergency supplies "which would neither undervalue the pharmacist's time

and expertise nor result in treatment being withheld from even the poorest patient." The proposers explained that because many patients could not afford to pay for emergency medical supplies or for advice, the pharmacist may become expected routinely to provide these services free. The motion was carried.

A working party set up to study the general practice pharmacist's "response to symptoms" had made excellent progress, Mr J. Bloomfield, chairman, Finance and General Purposes Committee, told the meeting. The working party, comprising GPs and pharmacists, would be reporting soon and was likely to recommend that a reference book be published to help pharmacists with counter-prescribing. Mr Bloomfield was speaking in reply to a motion from Plymouth Branch proposing that the Society should prepare a reference book similar to the former "Diseases and remedies." The motion was carried, as was one from Dover Branch that "the Council should issue advice to pharmacists on counter-prescribing."

Gwent Branch proposed that "it is an undesirable and potentially dangerous practice to hand out to young children either prescriptions or OTC medicines and that Council should review the code of ethics accordingly." Mr Dengar Evans said there was a question on the House of Commons order paper that day, asking the Secretary of Social Services what restrictions covered "the handing over of pharmaceutical products to minors." Mr Evans said the question indicated that MPs thought some action should be taken. By amending the code of ethics pharmacists could avoid legislation being imposed on them and could inject some sincerity into the warning on medicine bottle levels to "keep out of the reach of children."

## Up to pharmacist

However, Mr J. S. Appleton, Mansfield, pointed out that although there were many cases of accidents with medicines in the home he had never heard of any harm coming to a child who was carrying medicines back to a patient. It was up to the pharmacist to decide whether the child looked responsible and Mr Appleton made a plea for simplicity: "Shop-keeping is difficult enough as it is".

Mr Evans replied that the motto should be, "Never mind the inconvenience, in the long run it will benefit the profession." Pharmacists should look for ways to raise their status in the community. It made nonsense of "medicines with respect" campaigns to hand them out to children. The motion was defeated. [Dr Gerard Vaughan, Minister for Health, gave the following reply to the Parliamentary question: "There is

nothing in law to prevent a pharmacist (or an assistant acting under a pharmacist's supervision) handing over pharmaceutical products to a minor. Whether or not he should do so is a matter for the pharmacist's professional judgment"—Editor]

A plea for less secrecy surrounding complaints to the Statutory Committee came from Dorset Branch. Proposing a motion that "whenever a complaint is made to the Society or to the Statutory Committee about a member of the Society, the name of the complainant must be disclosed," Mr Stanley Bubb said that the present "cloak of anonymity" went against the rules of natural justice. The person who was not afraid to make a complaint should not be afraid to be named.

## No comment from chair

Mr Clitheroe, Liverpool, wanted more information on the "legal niceties" of how complaints were handled. Mr David Sharpe, the meeting's chairman and Society's president, declined to comment when requests were made from the floor for more information from Council. The motion was carried.

Sheffield Branch proposed that Council should have a more aggressive publicity programme for pharmacy. Mr J. I. Mitchell, Leeds, said the Society's publicity department should be increased in size and strength from its present two members. It should also contain at least one experienced pharmacist who was properly briefed about pharmacy's objectives for the future. The motion was carried.

Three resolutions were carried urging the Society to campaign against the increase in prescription charges—or at least to include further long-term illnesses in the list of exemptions.

Mrs Estelle Leigh, chairman, Council's Practice Committee, explained that Council had sought exemption for people who were away from work for over two months but who were not entitled to exemption on the grounds of hardship, but the Health Minister refused saying such an exemption would create unjustifiable anomalies. Further representations had been made for those on low income who may not be receiving supplementary benefits. The Government had extended the exemption arrangements to those whose income was low, including those receiving rent and rates rebates, people in full time work or children 16 or over and still at school. Mrs Leigh added that Council was considering ways of publicising the Department of Health's leaflet M11 giving details of these exemptions.

Glasgow Branch withdrew a motion asking the Society to define the term

*Continued on p946*

# Branch reps meeting

Continued from p945

"professional services" for the purposes of advertising. Mr I. M. W. Caldwell explained that Council's recent guidelines had fulfilled the branch's request but warned that "if they haven't got it right we'll be back."

Confirmation of a pharmacist's right to refuse to dispense a prescription on the basis of his professional judgment was called for in a motion from Cardiff Branch. Mr A. Crabbe spoke about this with reference to prescriptions for clindamycin. The *Adverse Drug Reaction Bulletin* on "Antibiotic-induced colitis" had drawn attention to the number of deaths caused by clindamycin. Mr Crabbe said he was concerned about his position after receiving this information. The advice given by the Society's law department was to refer back to the prescriber and ensure the medication was the intended one. Then the pharmacist had cleared himself. However, in these situations Mr Crabbe said he would welcome the right to refuse to dispense the prescription.

Mrs. Estelle Leigh, chairman, Practice Committee, said that all pharmacists should exercise their professional judgment and discretion. However, there were occasions when, by doing this, they could be in conflict with their contractual arrangements. It was Council's view that, in these cases, a pharmacist should stand by his professional judgment, but should be prepared for any consequences that might ensue from his action.

Agreeing with Mrs Leigh, Mr Benjamin, Leeds, said that a pharmacist must be prepared to appear before the Statutory Committee in such cases. Mr Clitherow described a prescription he received for a 14-day old baby, calling for 10ml Actified Compound linctus to be given four times a day. After contacting the prescriber he was told to carry on. On such occasions he would like to be able to refuse the prescription.

## Warn colleagues

Mr Hendra, Cornwall, pointed out that if a pharmacist refused to dispense a prescription there was nothing to prevent the patient taking his prescription elsewhere. The pharmacist should be able to write "nullae dispensae" or something similar to warn his colleagues. The motion was carried.

A motion that the Society seek legislation requiring private hospitals to have on the premises the services of a full or part-time pharmacist was put by Gwynedd Branch. Proposing it, Mr Hollyman said: "In these times of trial by media, pharmacists must always be on their guard against actions taken by other professions which could actively hurt their own profession." Nowadays when private nursing homes and

hospitals were established, very often the pharmaceutical service was not properly worked out. In his area, local retail pharmacists had been asked to provide a service and given vague terms of reference. This could lead to severe problems, he said, envisaging the headline "Patient dies in operation—local pharmacist unable to provide drugs".

Mrs P. M. Duffett Smith, Cambridge, proposed that the motion should be amended by deleting "on the premises" as this might be impractical and uneconomical. The amended motion was carried.

Somerset Branch proposed that the Society should consult with the BMA and PSNC about limiting the supply of prescription-only medicines to one month, and that in order to lighten the prescriber's workload, repeat supplies for not more than a further two months should be under the authority of the dispensing pharmacist. Mr M. Chapman proposed the motion, saying that this would prevent patients possessing large quantities of medicines, which would lead to less risks of accidental poisoning, drug abuse, and taking out-of-date medicines. It would also lower the cost of the NHS drug bill, take the responsibility of writing repeat prescriptions away from untrained doctor's receptionists and allow patients to see a qualified health professional at least once every month.

## Motion amended

Mr I. M. W. Caldwell, Glasgow, suggested that the motion should be amended by deleting the clause about repeat supplies being under the pharmacist's authority. He was fed up with hearing excuses for the medical profession. Also, a patient's condition could change extensively within three months and if pharmacists were not fit to prescribe then neither were they able to monitor.

After the amendment had been passed, Mrs Leigh told the meeting of the latest developments in the triple prescription scheme. The General Medical Services Committee had agreed to restrict supplies on a triple prescription to 28 days. It was now up to the Department of Health to implement the scheme. However the Department had suggested a pilot scheme which neither profession wanted as they felt the results would be inconclusive. They were awaiting the Department's decision on a national scheme. The amended motion was finally carried.

The Pharmaceutical Society was asked to take the lead in postgraduate education by Dudley Branch, which put the motion that in preparation for the possible introduction of mandatory continuing education, the Council should now formulate the necessary arrangements in relation to content and course provision. Proposing, Miss S. S. Johnston said that if the Society did not take on this role then other sectional interests would. While she recognised the need for specialist courses and in-house

training, professional postgraduate training was what they wanted. The Society should make the mechanisms of such training as easy as possible.

Mr M. J. S. Burden, Leicester, drew attention to the Leicester "correspondence courses" and Mr P. F. Nelson, Glasgow, spoke about the distance-learning project in Scotland. He was convinced that for the busy pharmacist such courses, with additional lectures and meetings, were ideal. Mrs D. A. Greenway, Coventry, said it appeared that the scope of postgraduate education had to be very wide. If the Council took on this responsibility it would be involved in teaching everything the universities omitted as well as up-dating more experienced pharmacists.

Mr Bannerman, chairman, Education Committee, said he thought it would be better to defer the motion for a year or two, as the Society's staff were fully engaged on their present projects which included the establishment of a College of Practice and a research project to determine postgraduate education priorities for pharmacists. The imminence of mandatory continuing education was uncertain and the advantages of being prepared should be considered against the time and effort needed. Despite his remarks, the motion was carried.

Many comments were elicited by the British Pharmaceutical Students' Association motion that schools of pharmacy should be integrated within teaching hospitals, and students should complete their education in a hospital environment. Presenting the motion, Mr Neil Gibson said that pharmacists and doctors were both part of a health-care team which was not functioning to its full advantage. At some point they should be trained together so that physicians would appreciate the contribution pharmacists could make and pharmacists would learn to communicate better with physicians and patients.

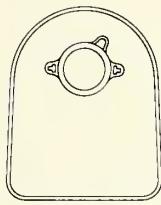
## Enough mental readjustment

Mr James Miller, Hull, commented that the BPSA wanted to run before it could walk and Mr Jackson, West Metropolitan, said students had enough mental readjustment to make already. He doubted whether hospitals could cope with the increased student burden. Mrs Duffett Smith felt teaching hospitals might not be the ideal place as patients already had to suffer 20 clinical students examining them without the additional burden of pharmacy students.

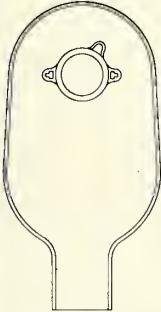
Mr Evans pointed out that there was nothing revolutionary about the idea of pharmaceutical and medical students starting off together—it already happened in several countries. This was reiterated by Mr S. Bubb, Dorset, who said that in Southern Rhodesia he visited a school of pharmacy which was part of the medical school. This seemed an excellent arrangement and made for a much closer relationship between the two groups. The motion was eventually passed.

Continued on p949

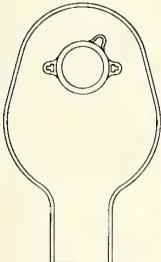
**No  
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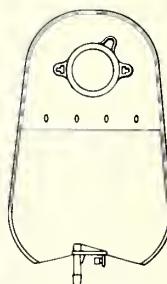
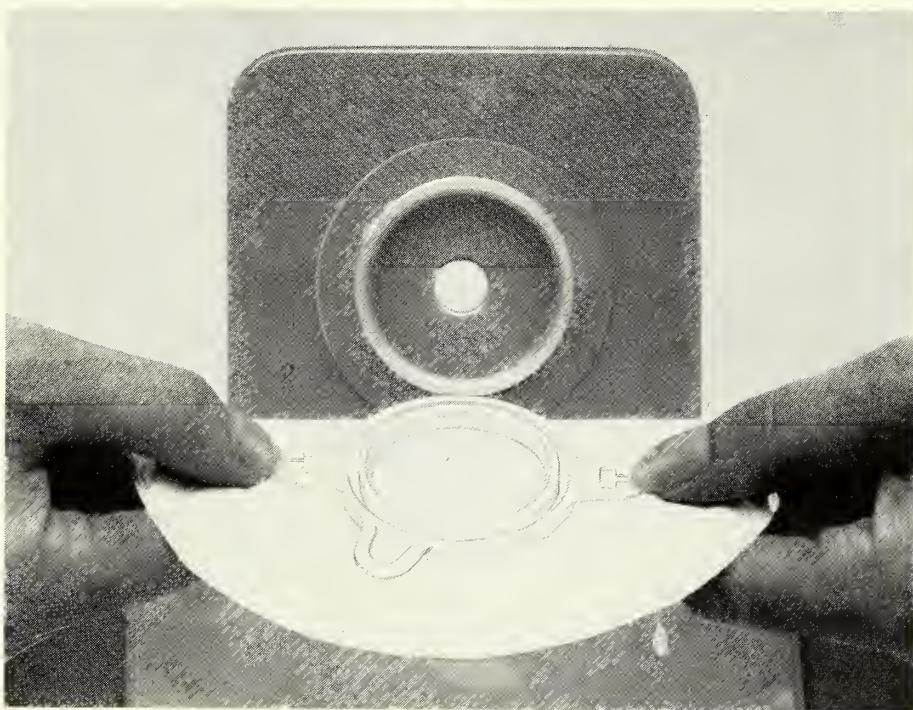
## Ostomy Pouches white



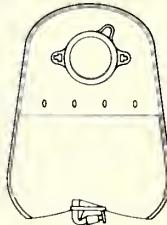
Ostomy Pouches  
drainable  
white and clear  
standard size



Ostomy Pouches  
drainable  
white  
small size

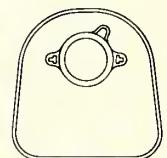


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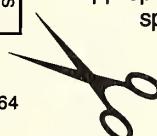
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# Branch reps meeting

Continued from p946

A special group within the Society for single-handed proprietors was called for in a motion from the Norwich Branch. Mr Best proposed that this should be similar to the Industrial Pharmacists' Group. He said that representation of these proprietors on the Council had decreased and that a special membership group would help to increase awareness of this. Mr Hendra felt that a group outside the Society would be a better proposal as separate groups within weakened the unity. Mr Benjamin, Leeds, said that although he was against the motion, he felt that it reflected the financial difficulty experienced by single-handed owners on becoming members of Council. The motion was defeated.

Also defeated was the Dudley Branch's motion calling for the discontinuation of the BRM. Mr P. J. McGrath said that approximately 250 working days were wasted through the meeting as well as the Council's time. The BRM had no power. If Council wanted to ignore its recommendations then it was free to do so. Mr Newberry, Isle of Wight, argued that the meeting gave Council a good idea of the general members' opinions. It was easy to recite a list of "ignored motions" but no mention had been made of those which had been acted on. Mr James said that the meeting was useless in its present form and that it should become a legislative part of the Society. He suggested having delegates at the meeting and making carried motions binding. "It is time we brought our legislative procedure into the 1940's, if not the 1980's," he said.

## Aston wins £1 1/4 m for cancer research

The Cancer Research Campaign has awarded a grant of over £1 1/4 m to the University of Aston's pharmacy department, for cancer research.

It is believed to be the largest research grant ever awarded to a pharmacy department by an outside organisation. The grant is to be given over five years from June 1. An experimental cancer chemotherapy unit will be built and about 30 staff will be involved in designing, synthesising and screening new drugs. The project will be run by three pharmacists in the department—Professor M. Stevens, Dr J. A. Hickman and Dr A. Gescher.

## Nicotine gum

Nicotine chewing gum is to be marketed next month as an aid for people who wish to give up smoking. According to a report in *The Times* last week, the gum, under the brand name of Nicorette, will be available on prescription. The manufacturers are Lundbeck Ltd.

# COMPANY NEWS

## Satisfactory year say Boots

Improved second half figures took Boots pre-tax profits up to £121.3 million for the year ended March 31 1980, against £113m in 1979.

The current year will show a further increase in profits, say the directors, and investment will continue despite the current economic situation.

Sales volume growth was below the level of recent years in the real terms. Total sales rose from £1.05bn to £1.2 bn (excluding VAT)—up 14.25 per cent, but in real terms the rise is around 5 per cent.

Industrial sales of pharmaceutical and agrochemical products rose by 11 per cent and would have been higher but for the effect of stronger sterling.

The directors hope for improvement in profitability given a satisfactory outcome in the current negotiations with the Government on remuneration. In the light of the general slow down the current results are considered "a not unsatisfactory outcome."

## Unichem set new records in 1979

New records have been set in the Unichem results now confirmed for 1979—sales up 38 per cent at £137.4m, pre-tax profit doubled at £8.5m, and shareholder members' allocations almost quadrupled (£8.2m against £2.2m in 1978).

In his report, Unichem's chairman, Mr Michael Frith says turnover growth reflected the "solidarity of the membership". There was substantial growth in real terms, achieved in a year in which the state of the UK economy had made it increasingly difficult for businesses to produce a satisfactory return on the capital employed. He added: "We must not lose sight of the fact that Unichem

is a partnership operation—the more business that we, as independent pharmacists, are able to put through our own organisation, the better it will be for all of us in terms of profit and future security. Distribution of profits is a record this year, and our aim should be to improve this figure substantially every year."

## 'Serious concern' for pharmaceuticals

The British pharmaceutical industry maintains its healthy reputation for profitability and high productivity but a strong pound and rising costs are responsible for a slow down of profit growth and must give grounds for serious concern. That is one of the conclusions of a report on the industry by Key Note Publications.

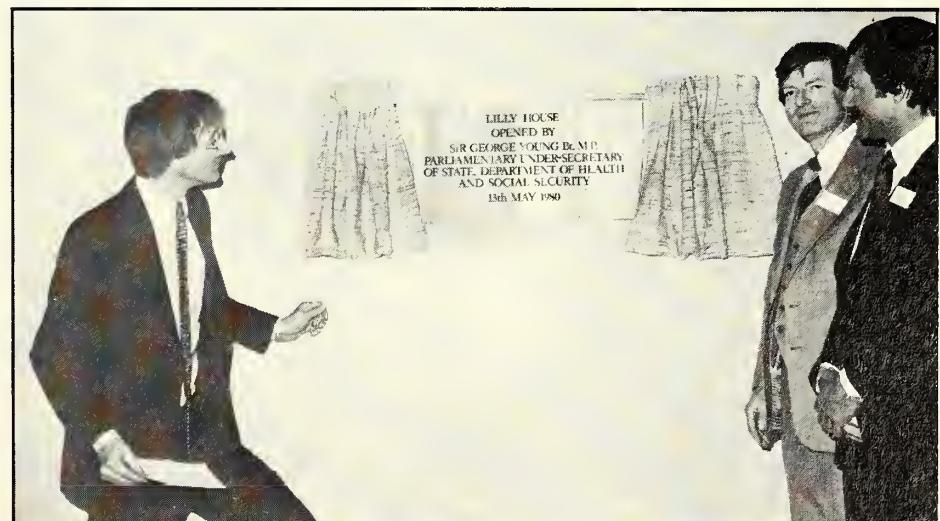
The strong pound is one factor responsible for the decline in the industry's overall profitability and the situation is not expected to improve. Equally worrying they say is the growth in costs, fuelled to a large extent by government regulations and the increasing complexity of research. The 1970's saw expenditure rise from £29m to £190m in 1978 representing a real growth of 250 per cent to 12 per cent of total industry turnover.

In the UK market, the changing age structure of the population will see greater emphasis placed on research into the degenerative diseases of old age. Usage of the industry's 2,500 prescription medicines is increasing with the number of prescriptions per head of population rising to 6.8 in 1978. Keynote say: "The 1980's could well see considerable advances in the field of the treatment of viral diseases and the possibility of a reduction in data requirements and bureaucratic procedures prior to clinical trials should stimulate innovation."

"Pharmaceuticals" is a revised second edition of the company's earlier report and is available at £19.25 from Philip Middleton, Key Note Publications Ltd., 23 City Road, London EC1Y 1AA.

More Company News on p950

Sir George Young, Under Secretary for Health, unveils the commemorative plaque at the opening of Lilly House, 13 Hanover Square, London W1. With Sir George are Mr E. R. Roberts, executive vice-president, Eli Lilly, and Mr R. A. Bailey, vice-president UK and managing director Lilly Industries (C&D, May 17, p805)



# COMPANY NEWS

Continued from p949

## Beecham computer

Beecham pharmaceuticals have installed a Texas Instruments DS 990 computer system at their plant in Worthing. The computer is being used in the bulk quality assurance department to evaluate the results of the analysis of batches of bulk penicillins, and to produce certificates of analysis.

All relevant data are manually presented and entered. The computer system compares the analysis results with listed pharmacopoeial and registered specifications and prints out certificates which show the status of each batch and allows selection for the penicillin preparations manufactured by Beecham. The machine also handles other administrative tasks in the laboratory, including that of allocating work load.

The hardware initially installed at Beecham consisted of a Texas DS 990/10 mini computer with three VDUs and a printer. Two more VDUs and extra memory are currently on order from Scan Computers, from whom the equipment is leased.

### Briefly

**Milupa Ltd:** The main headquarters are now situated at Western House, Hercules Road, Hillingdon, Middlesex UB10 9NA.

Milupa House at West Drayton, the previous headquarters, remain the company's main warehousing and distribution centre.

**Allergan Ltd:** have moved to Fennel Lodge, St. Peter's Close, Loudwater, High Wycombe HP11 1JT. Telephone and telex numbers remain the same.

**Jeyes Consumer Products Division:** Glen Surtees, salesman in the Leeds and Bradford area, has been selected as Salesman of the Year for the Division for the second year running. Along with Mr Brian Watts, who won the title for the company's Industrial Division, Mr Surtees joined colleagues from other company's in Cadbury Schweppes at the Annual Salesmen of the Year luncheon hosted by Sir Adrian Cadbury. At the same event were members of the Northern Ireland team who, also for the second year in succession, were voted the Jeyes Area of the Year. Led by area sales manager, Mr Robert Thompson, the team comprises Mr Ivan McKnight, Mr Graham Love and Mr Mike Twomey.

### Appointments

**Dendron Ltd:** have appointed Mr M. G. Furse as their area representative covering Surrey, Sussex, Hants and Dorset.

**Independent Chemists Marketing Ltd:** Mr Chris Trebble has been appointed electronic data processing executive. He has previously worked as a data processing manager and as a senior consultant in a consultancy.

# COMING EVENTS

## Enlarged character exhibition

The 1980 International Character Merchandising Exhibition will be held at the Royal Lancaster Hotel, London, November 3-5. A series of seminars, together with audio-visual and live presentations, will take place during the event.

The exhibition is nearly three times larger than in 1979 and up to 90 licensors and licensees will exhibit new and established characters and all types of character merchandise.

Information and brochures are available from Benn Business Promotions Ltd, 25 High Street, Edenbridge, Kent TN8 5AB

### Thursday, June 5

**Bournemouth and East Dorset Branch, National Pharmaceutical Association:** Poole Hospital postgraduate centre, at 8 pm. Annual meeting.

### Advance Information

**Symposium on "The need for higher quality water",** Cavendish Conference Centre, 20 Duchess Mews, London W1, on June 24. Subjects for discussion will include medical, hospital, pharmaceutical and cosmetic requirements.

**Eurochem 80, international chemical and process engineering conference,** Hotel Metropole, National Exhibition Centre, June 24-26. Details from Eurochem conference secretariat, Monks Hill, Tilford, Farnham, Surrey GU10 2AJ.

**British Institute of Regulatory Affairs Second Annual Symposium,** University of Warwick, July 2-4. Theme is "A window into Europe". Tickets (£103.50 members, £120.75 non-members). Details from Mr B. James, E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex TW1 3QT.

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# MARKET NEWS

## Some liquorice

London, May 28: A small amount of liquorice root for shipment is now being offered after being unavailable for several weeks. Natural camphor, on the spot, is also being offered, although the price of £10 kg reflects the continuing shortage.

Otherwise, the markets are still quiet with currency fluctuations accounting for the majority of price changes. Brazilian menthol for shipment weakened by £0.40 kg and both black and white pepper were easier. Among botanicals, Peru and Copaiba balsams were dearer, the latter because of increases at origin. Canada balsam was easier.

Citronella and eucalyptus oils remain firm. Petitgrain and orange oils were easier and lemongrass dropped by £0.30.

### Pharmaceutical chemicals

**Aloin:** micro-crystalline £28.65 kg in 50-kg lots.  
**Amylobarbitone:** Less than 100-kg lots £17.81 kg; sodium £19.29.  
**Aspirin:** Ten-ton lots £1.96 kg; imported from £1.  
**Ascorbic acid:** (Per kg) 100-kg £5.51; 500-kg £4.85 as to source.  
**Atropine:** (Per kg in ½-kg lots) Alkaloid £200.50; methonitrate £179; sulphate £169.90.  
**Benzocaine:** BP in 50-kg lots, £6.63 kg.  
**Benzoic acid:** BP in 500-kg lots, £0.8801 kg.  
**Biotin:** Crystals £7.71 per g; in 10-a lots.  
**Borax:** EP grade, 2-4 ton lots per metric ton in paper bags, delivered—granular £276; powder £300; extra fine powder £314.  
**Boric acid:** EP grade per metric ton in 2-4 ton lots—granular £425; powder £455.  
**Brucine sulphate:** £45.00 kg.

| Bromides: Crystals £ per metric ton.  |             |        |          |
|---|-------------|--------|----------|
|   | Under 50-kg | 250-kg | 1,000-kg |
| Ammonium  | 926         | 886    | 856      |
| Potassium crystals  | 895         | 855    | 825      |
| Sodium  | 926         | 886    | 856      |
| <b>Butabarbital:</b> Acid £24.15 kg; sodium £25.25 kg in 50 kg lots.  |             |        |          |
| <b>Butobarbitone:</b> Less than 100 kg £21.49 per kg.   |             |        |          |
| <b>Caffeine:</b> BP anhydrous £5.31 kg in 100-kg lots; £4.80 in 500-kg.   |             |        |          |
| <b>Calamine:</b> BP £683 per 1,000-kg delivered.  |             |        |          |
| <b>Chloramphenical:</b> BP73 £24 kg in 500 kg lots.   |             |        |          |
| <b>Chloroform:</b> BP £490 to £520 per metric ton according to drum size; 2-litre bottles £2.90 each; 10x500-ml bottles £1.25 each.   |             |        |          |
| <b>Choline:</b> (500 kg lots) bitartrate £2.61 kg; dihydrogen citrate £2.60.  |             |        |          |
| <b>Cinchocaine:</b> Base (500-g lots) £92.70 kg; hydrochloride £89.10   |             |        |          |
| <b>Citic acid:</b> BP per metric ton single deliveries, granular monohydrate £927; anhydrous £978 (powdered £20 premium per 1,000 kg). Five-ton contracts £922 and £973 respectively for granular.            |             |        |          |
| <b>Cyclobarbital:</b> Calcium £25.34 kg in 25-kg lots.  |             |        |          |
| <b>Dihydrocodeine bilartate:</b> £535 kg in 20-kg lots; Subject to Misuse of Drugs Regulations.   |             |        |          |
| <b>Ferric ammonium citrate:</b> Brown BP £1.70 kg in 600 kg lots minimum.   |             |        |          |
| <b>Ferrous carbonate:</b> BPC 1959 saccharated £1.50 kg in minimum 700-kg lots.   |             |        |          |
| <b>Ferric citrate:</b> £5 kg in minimum 250-kg lots.  |             |        |          |
| <b>Ferrous fumarate:</b> BP £1.40 kg in 750-kg lots minimum.  |             |        |          |
| <b>Ferrous gluconate:</b> £2.375 per metric ton.  |             |        |          |
| <b>Ferrous succinate:</b> BP £6 kg in 200-kg lots.  |             |        |          |
| <b>Ferrous sulphate:</b> BP/EP small crystals £0.80 kg dried £0.80 minimum 1,250-kg lots.   |             |        |          |
| <b>Folic acid:</b> 100-kg lots from £58 kg.   |             |        |          |
| <b>Kaolin:</b> BP natural £167.05 per 1,000 kg; light £174.30 ex-works in minimum 10-ton lots.  |             |        |          |
| <b>Lactic acid:</b> BP 88/90% £175 kg in 70 kg drum.  |             |        |          |
| <b>Lignocaine:</b> (25-kg) base £11.74 kg; hydrochloride £11.82.  |             |        |          |
| <b>Magnesium carbonate:</b> BP per metric ton—heavy £675-£690; light £630.  |             |        |          |
| <b>Magnesium chloride:</b> BP crystals £0.83 kg for 50-kg lots.   |             |        |          |
| <b>Magnesium dihydrogen phosphate:</b> Pure £2.29 kg in 50-kg lots.   |             |        |          |
| <b>Magnesium hydroxide:</b> (metric ton) BPC light £1,640; 28 per cent paste £520.  |             |        |          |
| <b>Magnesium oxide:</b> BP per metric ton, heavy £1,700; light £1,640.  |             |        |          |
| <b>Magnesium sulphate:</b> BP £136.50-£147.10 metric ton; commercial £118.50-£132.60; excised BP £294.80.   |             |        |          |
| <b>Magnesium trisilicate:</b> £1 kg in minimum 1,000-kg lots.   |             |        |          |
| <b>Noscapine:</b> Alkaloid: £33 kg for 100-kg. Hydrochloride £36.50.  |             |        |          |
| <b>Opiates:</b> (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations—Codeine alkaloid £600-£604 as to maker; hydrochloride £520; phosphate £460.50-£462; sulphate £520. Diamorphine alkaloid £821; |             |        |          |

hydrochloride £748. Ethylmorphine hydrochloride £623-£639. Morphine alkaloid £667-£668; hydrochloride and sulphate £544-£545.

**Oxalic acid:** Recrystallised £1.39 kg for 50-kg lots. Papaveretum: £390 kg; 5-kg lots £355 kg. Subject to Misuse of Drugs Regulations.

**Pentobarbitone:** Less than 100-kg £24.66 kg; sodium £21.39.

**Phenobarbitone:** In 50-kg lots £8.76 kg, sodium salt £8.47.

**Quinalbarbitone:** Base and sodium in 25-kg lots £22.94 kg.

**Tocopherol acetate:** DL-alpha £17.95 kg; 5-kg £20.45 kg.

**Tocopherol acetate:** DL alpha per kg £14.62 (in 20-kg lots); adsorbate £12.22 (25-kg).

**Vitamin A:** (per kg) acetate powder ½ min per g tablet grade £17.55 (5 kg lots); palmitate oily concentrate 1 mi per g £17.27 (5-kg); water miscible £4.73 litre (6-litre pack).

**Vitamin D2:** Type 850 £54.61 kg.

**Vitamin E:** See tocopherol acetate.

**Vitamin K:** 100-g lots £3.56g.

### Crude drugs

**Balsams (kg)** Canada: Easier at £12.55 on the spot, shipment £12.45, cif. Copiba: £3.20 spot, £3.10, cif. Peru: £9.95 spot; £9.85, cif. Tolu: £6.15.

**Camphor:** Natural powder £10.00 kg, spot; £8.00 kg, dried.

**Cherry bark:** Spot £1,150 metric ton; shipment £1,130, cif.

**Liquorice root:** Root, no spot; £6.40, cif. Block juice £1,400 metric ton spot; Spraydried £1.550.

**Menthols:** (kg) Brazilian £5.25 spot; £4.75, cif. Chinese £4.85; spot; £4.60, cif.

**Pepper:** (metric ton) Sarawak black £875 spot, £1,625, cif; white £1,250 spot; £2,400, cif.

**Seeds:** (metric ton, cif) Anise: China £840 for shipment. Celery: Indian £430. Coriander: Moroccan £210. Cumin: Indian £690. Fennel: Indian £445. Fenugreek: Moroccan £250; Indian £220.

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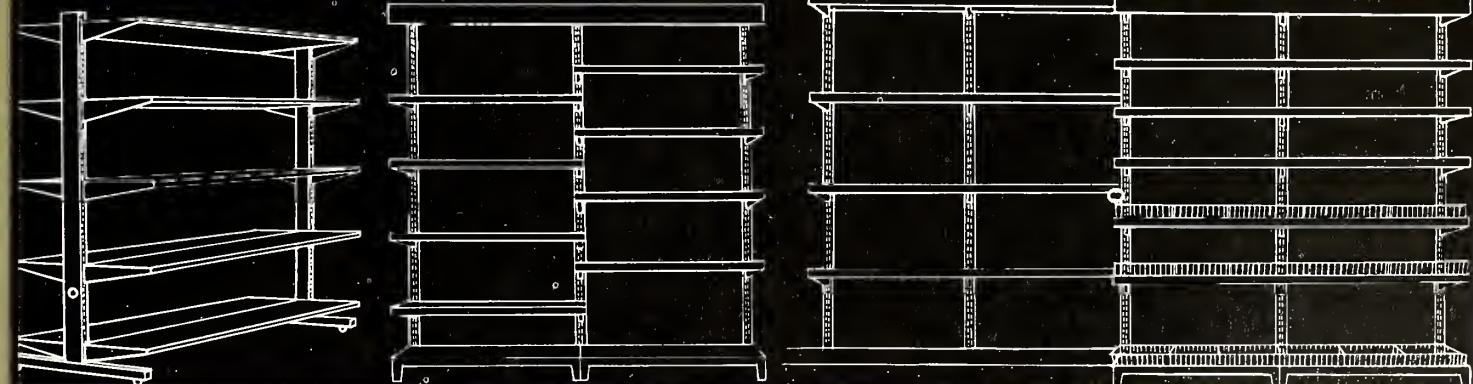
**Lime:** West Indian £15 kg spot.

**Orange:** Florida £0.70 kg spot £0.70, cif. Brazil £0.50.

**Petigrain:** Paraguay £7.35 spot; £7.20, cif.

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# Executive unfairly dismissed

A senior executive who lost his £18,000 a year post with Roche Products Ltd, Welwyn Garden City, last October, was recently awarded the maximum compensation of £6,080 for unfair dismissal.

Mr John Allistair Yuille, of Tynamara, Portsmouth Road, told a London industrial tribunal that he was director of corporate affairs when he was given three months' notice. At the time he left, his basic salary was £17,810 which would have been increased to £21,906 under a 23 per cent across the board salary rise from January 1. In addition, he had the use of a company car for private and business travel and enjoyed a number of other benefits as a director of the company.

Mr Yuille said he negotiated a two-year consultancy agreement worth £5,000 per annum before he left, but added that he expected to find alternative employment difficult to obtain because he was 50 this year, and was an insulin-dependent diabetic.

Miss Ann Wallace, for the company, said there was an admission by Roche that Mr Yuille was constructively dismissed and there was a liability for compensation. She said there was a decision taken last October by Mr Yuille and Roche to part company. Generous severance pay was offered, and accepted, plus the offer of consultancy work.

Despite this, Mr Yuille instituted proceedings in January alleging constructive dismissal. Roche decided to try to settle the case by offering him the maximum statutory compensatory award, but this was rejected by Mr Yuille. In correspondence, he expressed the wish to clear his name because of what was on the records of the company.

There was also proceedings in the High Court against the company and its managing director concerning allegations by Mr Yuille that his medical condition was a factor in his departure. The tribunal chairman, Mr Eric Wrintmore, said constructive dismissal had been proved. The loss suffered by Mr Yuille was obviously well in excess of the maximum amount of compensation the tribunal could award, and he was therefore entitled to £6,080.

## 'Names' register to be abolished

The Government are proposing wide ranging changes in the rules governing company and business name registration, in line with their policy of cutting back on "non-essential functions of the Government".

A consultative document, published

recently, proposes to abolish the registry of business names; to cease deciding case by case whether names proposed for new companies are undesirable; to abolish the rule that most companies must print the names of their directors on letters and business documents; to stop authorising any company to omit the word "Limited" from its name; to change the arrangements for storage of original documents.

The Department of Trade say that public access to microfiche copies of company documents at Companies House will remain.

Mr Reginald Eyre, Under Secretary of Trade, says he is prepared to consider any approaches from the private sector to continue some or all of the functions of the Business Names Registry and comments on the document have been invited by June 30 1980. "Companies Registration and Business Names: Proposals for reducing the functions of the Department of Trade", is available on request from: Companies Registration Office, Room 3, 48 Crown Way, Maindy, Cardiff.

## Guild award winners for 1980

The Guild of Hospital Pharmacists has announced the following winners for its 1980 awards:

The Janssen Award has been made jointly to Dr Andrew Brodrick, Rosemary Oakley and Gillian Preece for their project entitled "Evaluation of the release of information on a new drug." The recipients are staff pharmacists at Harrogate General Hospital in, respectively, quality control, in-patient services and out-patient services. They intend to extend a recent local study to various centres in the UK to assess the type of questions asked by medical staff concerning new drugs.

The Nicholas Award has been made to Mr D. J. Wolfson, principal pharmacist, Whiston Hospital, Prescot, Merseyside, for his submission "The contribution which can be made by a pharmacist in the formulation, acceptance, monitoring and success of an area-wide anti-biotics policy."

The Merck, Sharp & Dohme Award winner is John C. C. Talbot, staff pharmacist, Queen Elizabeth Medical Centre, Edgbaston, for his project entitled "The pharmacist's role in monitoring adverse drug reactions." Mr Talbot intends to study in depth the hospitals where pharmacists are significantly involved in adverse drug reactions reporting and monitoring, in order to define the pharmacist's role, to identify the training needs and to determine how the role can be developed.

The Geigy Travelling Fellowship has been awarded to Susan Tempest, staff pharmacist, Leeds Poison Bureau, for her application entitled "An evaluation of pharmacy-based poisons information services in the UK and Australia." The results of her study will be presented at

the Guild weekend school to be held in Stirling in June 1981.

The winner of the Travenol Fellowship is Scott Bryson, staff pharmacist, Stobhill General Hospital, Glasgow, for his submission on "In-service training in clinical pharmacokinetics for hospital pharmacists." Mr Bryson intends to visit North America to investigate methods of postgraduate education in clinical pharmacokinetics in order to finalise an integrated training programme for UK hospitals.

## Cendevax supplies back to normal

Smith Kline & French have announced that supplies of Cendevax rubella vaccine are back to normal. Two batches were recalled in October 1979 when it was found that some vials had a significantly reduced potency if the vaccine was not used immediately after reconstitution.

The cause was traced to a volatile extract being released from the vial stoppers during the freeze drying process which affected the vaccine when in solution. Although the material specification of the stoppers had not changed, a high concentration of an impurity, butylated hydroxytoluene was found in those used in the two suspect batches. BHT has been shown to have virucidal properties when exposed to lipid-containing viruses. This was confirmed in experiments which showed reduced potency of rubella vaccine when mixed with BHT in solution.

Additional quality control has now been introduced to prevent a similar problem occurring in the future. Women and girls who were vaccinated with the suspect batches, either 8J25RB44 or 8J25RC31, between June and October last year were advised to contact their doctors to obtain revaccination where necessary. *Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts AL7 1EY.*

## Health centre news

**Stockport AHA** is to build extensions to the Brinnington health centre at Brinnington Road, Stockport.

**Gateshead AHA** is to build a Health Centre at Stephenson Terrace North, Felling, Tyne and Wear.

**The Northern RHA** at Benfield Road, Newcastle-on-Tyne plans a health centre at Stanhope Parade, South Shields.

**Manchester AHA** is having the Alexandra Park health centre completed at a cost of £428,368.

**Kirklees AHA** has started work on a new single storey £272,629 health centre at Slaithwaite near Huddersfield. It should be ready in early 1981.

**Calderdale AHA** are building a health centre at Hangingroyd Hill, Hebden Bridge, West Yorks. It will have five GP suites and other primary care facilities to service the 12,000-15,000 people in the area. It will cost £360,000.

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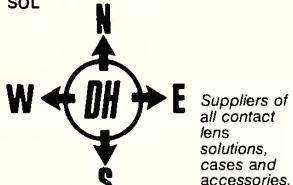
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